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UNIV. OF MICH.

FEB 11 1908

Proceedings
Tennessee State
Druggists' Association.



Eighteenth Annual Meeting.

1903.

*The Nineteenth Annual Meeting will be held at
Lookout Mountain, the third Wednesday in July,
1906.*

*Every Druggist, whether a member or not, is
cordially invited. Come and help us to make this
the largest and best meeting we have ever had.*

PROCEEDINGS

OF THE
TENNESSEE

State Druggists' Association.

AT ITS
EIGHTEENTH ANNUAL MEETING,
HELD AT
MONTEAGLE, JULY 15, 16 AND 17, 1903.

WITH LISTS OF
OFFICERS, COMMITTEES AND ROLL OF MEMBERS,
AND

**Annual Report of the Tennessee Board of Pharmacy,
With List of Registered Pharmacists and
Amendments to Pharmacy Law.**

MURFREESBORO, TENN.
L. J. BURGDORF, PRINTER.
1903.

IMPORTANT MEMORANDA.

If you find your name spelled wrong or have ~~changed~~ your address, notify the Secretary at once.

For general information regarding the Association, address the Secretary.

When a person desires to become a member address the Secretary.

Try to add at least one new member to the Association this year, and try harder to get more.

Officers, Committees and New Members.

OFFICERS 1903-1904.

J. H. WILSON, President.....	Martin
S. F. DORRIS, Vice-President.....	Tracy City
IRA B. CLARK, Vice-President.....	Nashville
U. G. BUTLER, Vice-President.....	Hollow Rock
E. F. TROLINGER, Secretary.....	Bell Buckle
DAVID J. KUHN, Treasurer.....	Nashville

OFFICERS SINCE 1892.

PRESIDENTS.

A. A. YEAGER, Knoxville.....	1890-1892
J. O. BURGE, Nashville	1802-1894
J. F. VOIGT, Chattanooga.....	1894-1895
A. B. RAINS, Columbia.....	1894-1895
G. C. CHILDRESS, Knoxville.....	1896-1897
B. H. OWEN, Clarksville.....	1897-1898
D. S. PAGE, Nashville.....	1898-1899
J. L. NELSON, Jackson	1899-1900
ERNEST HAWKINS, Huntingdon.....	1900-1901
H. W. McDONALD, Lebanon.....	1901-1902
R. L. EVES, Nashville.....	1902-1903
J. H. WILSON, Martin	1903

VICE-PRESIDENTS.

B. F. CRANE, Tullahoma,.....	1892-1893
JNO. T. JACOCKS, Brownsville.....	1892-1893
JAS. THOMAS, Nashville.....	1893-1894
A. B. RAINS, Columbia.....	1893-1894

JAS. THOMAS, Nashville.....	1894-1895
C. M. GREVE	1894-1895
G. C. CHILDRESS, Knoxville.....	1895-1896
L. M. MARTIN, Martin	1895-1896
B. H. OWEN, Clarksville.....	1896-1897
DAN LANEHAN, Decherd.....	1896-1897
D. S. PAGE, Nashville.....	1897-1898
H. W. McDONALD, Lebanon.....	1897-1898
J. L. NELSON, Jackson.....	1898-1899
E. W. HOLCOMB, Mont Eagle.....	1898-1899
ERNEST HAWKINS, Huntingdon.....	1899-1900
C. R. SIZEMORE, Dickson.....	1899-1900
H. W. McDONALD, Lebanon.....	1900-1901
W. R. BOBBIT, Dresden.....	1900-1901
J. J. INGLE, South Pittsburg.....	1901-1902
D. J. KUHN, Nashville.....	1901-1902
J. C. TREHERNE, Memphis.....	1901-1902
O. L. CHASE, Harriman.....	1902-1903
J. A. LOYD, Pulaski.....	1902-1903
J. H. WILSON, Martin.....	1902-1903
S. F. DORRIS, Tracy City.....	1903
I. B. CLARK, Nashville.....	1903
U. G. BUTLER,.....	1903

SECRETARIES.

R. W. VICKERS, Murfreesboro.....	1892-1902
E. F. TROLINGER, Bell Buckle.....	1902

TREASURERS.

J. F. VOIGT, Chattanooga.....	1892-1894
LEWIS LAURANSON, Memphis	1894
J. S. ROBINSON, Memphis	1894-1895
G. P. EVANS, Shelbyville.....	1895-1898
H. W. McDONALD, Lebanon.....	1898-1900
T. J. DERRYBERRY, Centerville	1900-1901
J. C. AMMONS, Gleason.....	1901-1903
D. J. KUHN, Nashville.....	1903

TENNESSEE STATE DRUGGISTS' ASSOCIATION.

5

COMMITTEES 1903-1904.

TRADE INTERESTS.

J. A. Loyd, Chairman, J. J. Ingle, E. A. Markham.

MEMBERSHIP.

S. F. Knott, Chairman, A. K. Carney, M. H. Buchanan,
Abe Caruthers, F. W. Smartt, T. H. Appleton,
A. L. Kelton. S. S. Wharton.

LEGISLATIVE COMMITTEE.

B. H. Owen, Chairman, C. M. Greve, R. W. Vickers,
C. S. Martin, H. W. McDonald.

ENTERTAINMENT.

V. A. Coleman, Chairman, R. W. Vickers, F. W. Smartt,
S. S. Wharton, J. A. Askew, Abe Caruthers.

BANQUET.

F. W. Smartt, Chairman, E. W. Holcomb, J. F. Voigt.

DELEGATES TO A. PH. A.

D. J. Kuhn, A. B. Rains, E. A. Ruddiman.

DELEGATES TO N. A. R. D.

J. L. Nelson, D. J. Kuhn, B. H. Owen.

MEMBERS JOINING AT MONTEAGLE, 1903.

TENNESSEE STATE DRUGGISTS' ASSOCIATION

J. D. Curtis,	-	-	-	-	-	-	Brownsville.
B. F. Crane,	-	-	-	-	-	-	Tullahoma.
J. T. Canfield,	-	-	-	-	-	-	Dayton.
B. L. Fortune,	-	-	-	-	-	-	Memphis.
H. W. Cooper,	-	-	-	-	-	-	Nashville.
J. G. Presson,	-	-	-	-	-	-	Camden.
J. W. Coffey,	-	-	-	-	-	-	Culleoka.
S. R. Miller,	-	-	-	-	-	-	Chattanooga.
Roy Rascoe,	-	-	-	-	-	-	Nashville.
S. S. Wharton,	-	-	-	-	-	-	Nashville.
A. E. Markham,	-	-	-	-	-	-	Tiptonville.
G. N. Ivy,	-	-	-	-	-	-	Knoxville.
Alva Lee Kelton,	-	-	-	-	-	-	Nashville.
J. K. Barlow,	-	-	-	-	-	-	Savannah.
T. C. Black,	-	-	-	-	-	-	Lewisburg.
D. T. Lane,	-	-	-	-	-	-	Whitwell.
Tom Johnson,	-	-	-	-	-	-	Nashville.

MEMBERS PAYING DUES AT ONTEAGLE.

J. C. Ammons,	S. F. Dorris,
T. H. Appleton,	Geo. P. Evans,
J. A. Askew,	R. L. Eves,
F. M. Bass,	W. I. Gates,
W. R. Robbitt,	J. Goldbaum,
U. G. Butler,	C. M. Greve,
M. H. Buchanan,	L. M. Hines,
Abe Caruthers,	E. W. Holcomb,
O. L. Chase,	C. A. Hudson,
M. M. Coldwell,	B. V. Hudson,
R. L. Coley,	J. J. Ingle,
Illif Conger,	B. B. Kerr,
W. C. Dirmeyer,	D. J. Kuhn,
T. J. Derryberry,	S. F. Knott,

TENNESSEE STATE DRUGGISTS' ASSOCIATION.

7

MEMBERS PAYING DUES AT MONTEAGLE—CONTINUED.

Dan Lanehan,	F. W. Smartt,
C. L. Lockert,	V. W. Smith,
J. A. Loyd,	R. C. Stockton,
C. S. Martin,	E. F. Trolinger,
W. A. McBath,	Miss Mab. Turner,
C. C. Minor,	R. W. Vickers,
N. F. McClure,	J. F. Voigt,
H. W. McDonald,	J. H. Wilson,
J. T. Moran,	W. R. White,
B. H. Owen,	A. A. Yeager.
A. B. Rains,	

HONORARY MEMBERS.

Mrs. C. M. Greve.....	Chattanooga
Miss Gertrude Sloan.....	Chattanooga
Mrs. B. F. Crane.....	Tullahoma
Mrs. G. R. Crane.....	Tullahoma
Miss Mary Lou Cowan.....	Tullahoma
Mrs. N. B. Williams.....	Tullahoma
Mrs. R. W. Vickers.....	Murfreesboro
Miss Willie Trent.....	Martin
Mr. Dan Champion	Alabama
Rev. W. D. Powell.....	West Tennessee
Dr. T. L. Webb.....	Cookeville
Mrs. B. H. Owen..	Clarksville
Mrs. R. L. Eves.....	Nashville
Mrs. A. B. Rains....	Columbia
Dr. C. C. Sullivan.....	Waverly

PROCEEDINGS
OF THE
TENNESSEE
State Druggists' Association.

EIGHTEENTH ANNUAL MEETING,
MONT EAGLE, JULY 15, 16 AND 17, 1903.

FIRST DAY'S SESSION.

The first session of the Eighteenth Annual Meeting was called to order by President Eves, 10 a. m. The call of roll of officers showed all present except Treasurer Ammons and he is expected this afternoon. An address of welcome was made by Mr. E. W. Holcomb, of Mont Eagle.

The new members were enrolled as per printed list elsewhere in proceedings. Dues were paid as per list printed elsewhere in proceedings.

Vice-President Loyd was called to the chair and President Eves delivered his address as follows:

PRESIDENT'S ADDRESS.

TENNESSEE STATE DRUGGISTS' ASSOCIATION, 18TH ANNUAL
MEETING.**GENTLEMEN:**—

Having for the last year been President of the Tennessee Druggists' Association, it now becomes my duty to render unto you an account of my stewardship. The exigencies of the office have not been such as to require a great leader—a Moses, a Bonaparte or a Pierpont Morgan. I was just going to say that the year was uneventful when I am reminded that the State Legislature met last year.

Gentleman,—that Legislature was simply a night-mare to me, it seemed they would never get through with introducing nefarious bills for us to combat. I should not have been surprised to have awoke any morning and found that we all had been legislated out of business. Am quite sure that all members of Legislative Committee will join me in saying they were heartily glad when the Legislature adjourned.

It strikes me that I am gazing on the countenances of as good and honorable body of men, men engaged in as high and respectable a calling as is open to the ranks of men. If such is the case I know not why the Pharmacist and his business should be so easy a mark for the freak Legislator. Little he knows about Pharmacists, and Pharmacy and its requirements, and yet there is no field in which he feels more competent to legislate. During the last session of the Legislature no business in the State was so harrassed (unless it be the Liquor business) as that of the Pharmacist.

Legislation is a subject that should receive the attention of this body—all legislation should emanate from the Tennessee Drug Association, the Local Drug Association, the Tennessee Board of Pharmacy or some collection of Pharmacist's who have the good of the profession at heart. When legislation is

introduced from other sources it is but a small courtesy that we be given an opportunity to pass on the merits or demerits of a bill before and after it is introduced. But such is not the case; it is only by eternal vigilance that your Legislative Committee are enabled to keep up with the numerous bills introduced by these meddling legislators, to keep them from getting the bills slipped through they have become apprised of the fact that they had been introduced. The Legislative Committee will give a full report of its work. However I will make mention of one bill—a bill to grant registration to all persons who have received a permit to sell drugs for three consecutive years. Permits, as you well know are granted to persons in small towns, less than 500, where there is no registered pharmacist; the only requirement is, that they be indorsed by two practicing physicians, stating that, in their opinion, they are reliable and competent to dispense drugs under conditions of permit, thus you see the person may or may not be competent to dispense drugs at the mentioned place under certain requirements. But there is no evidence that he is competent to leave this field, go into any part of the state, open and carry on the business of a retail drug store or fill the position of prescriptionist; such power would be his after he shall have been registered under the law. A young man, instead of preparing himself for Board examination could, if he desired, serve three years in a store operated under a permit and come out a full fledged pharmacist. Thus you see such a law would be a great injustice to those who receive their certificates in the regular way. A backward step to Pharmacy.

As unfair, as inimicable to the interests of our profession, as this bill was found to be, it found ready champions among certain legislators and required our best and strongest efforts to defeat it. All that was necessary was for it to pass on the third reading of the House and be signed by the Governor.

Without doubt one of the best results of the pharmacy law, is its restriction of the number of Pharmacists. This is to the

advantage of both proprietor and clerk; however, such is not the intent of the pharmacy law nor the Board of Pharmacists' who are appointed as its executors. The intent of the pharmacy law is that only competent men shall serve the public in this capacity. The Board of Pharmacy in their desire to carry out this intent have thrown around registration such restrictions as insures the admission by them of only competent men, thus indirectly restricting the number of pharmacies and pharmacists. The facts show that the pharmacy law is assailed by each Legislature, that an attempt is being made to pass various laws inimicable to our business. It is absolutely necessary for our preservation that we watch closely all legislation and be able to defeat such as would be against public interest.

In this connection, taking the last Legislature as a criterion, the work of the Legislative Committee is onerous, and I recommend that they be empowered to employ at a nominal salary, some one whose duty it shall be to supply them with a copy or the contents of such bills as may be introduced. While I have no desire whatever to put myself in the ranks of the pessimist, I say without fear of contradiction that the general prosperity of the country, that has marked other lines of business has been felt by the retail druggist of Tennessee only to a limited extent; the volume of business has been larger but not so with net yearly profits, while the cost of living, help and rent have materially increased.

It is not for me to attempt to point out to you the many causes of this inequality as compared with other business—this non-progress in the drug business. We all know that the cutter is in the land. There are department stores with drug stores attached, there are too many drug stores—reasons too numerous to mention.

It is argued by some that we are in a new age, that we must accept modern methods, we should be satisfied with 5 to 10 per cent. on ready made goods, patent medicines, sundries etc., as they do not require an experienced hand to sell them.

I contend that such is not the case, the Pharmacist owing to the nature of his business is a small merchant, his capital is not turned over a number of times during the year as in other lines and it is necessary to his financial success that he should receive a fair compensation for his goods, at least all that are medicinal.

Is it to the interest of the people that the Pharmacist should not be prosperous in his business? NO, a thousand times, NO. Pharmacy has two aspects—professional and mercantile. Each depending upon the other, one as important as the other, but it is through his merchandising that he realizes on his professional attainments unlike other professional men, he is not paid for his knowledge *per se* but for the application of his knowledge.

It is the professional qualifications of a Pharmacist that attracts people to him. Intelligent people do not seek out a physician, simply because he is cheap, neither do they take the physician's prescription to a certain pharmacy, in order to save a few cents. It is because they have confidence in his skill and are willing that he shall have a just compensation.

The professional side of pharmacy can not, will not be elevated so long as the commercial side is so debauched. There is no encouragement for the better class of young men to enter this field. If the pharmacist's business does not pay a legitimate profit, it is reasonable to forecast that it will be but a matter of time when the pharmacists will degenerate; Again, price-cutting not only gives cheap price but its tendency is to cheap goods and fosters substitution.

In my opinion, the people are better served under European laws, notably Germany, where pharmacists are limited to the number of population. The pharmacist must have a proscribed education, before he is granted a license. The Government establishes a just and equitable price for all goods and keeps a censor over his business and the quality of goods dispensed. However, such a law is not to be expected for free America.

In this land laws are not enacted for pharmacists, physicians, or any other calling.

The Hon. Judge Height, in his opinion in the case of Jno. D. Park against the N. W. D. A., says: "Active competition and rivalry in business is undoubtedly conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein, and thus result in a derangement of the business, an inconvenience to consumers and in public harm."

Is there ever to be a relief from the conditions that now threaten to destroy us? The means that I would name are: The higher education of pharmacists, the restriction of pharmacies, by thorough organization, organization in our Local Association, organization in our State Association, and last but not least, through our National Organization, N. A. R. D., National Association of Retail Druggists. This Association undoubtedly has influence for good in this State; some sections have felt its influence more than others.

What has the N. A. R. D. accomplished for the druggists of Tennessee? The N. A. R. D., is a powerful organization for retailers of retailers by retailers. It has in its ranks some of the most able men of our profession, their aim, their influence, their work has been for the protection, the upbuilding of the business of the Pharmacists of Tennessee and the U. S. To what extent they have been successful, you are fully informed. Their success has been your success. Certain sections have felt the DIRECT benefit by the restoration of prices. Tennessee, owing to its stringent laws regulating combines, has felt this direct benefit only to a limited extent. However, much has been accomplished in our state. With regard to local organization, speaking especially for the middle section, I feel that we have been too timid, to stand for our rights. This is a day when almost every business has organized protection. None need it more than ours.

While I would not recommend a disregard of the laws of State, organize in such a manner as not to conflict with the laws. As before said other business' have organized protection, so can we, IF WE WILL. I will not believe that the law contemplated the strict construction that is sought to be put upon it.

Many of us have always contended that where prices were not raised above the price established by the manufacturer, there was no illegal combine. The following excerpt from Judge Height's decision is significant:

"But upon the question of prices we must bear in mind that the goods are covered by patent rights and trade marks, which give the proprietors the EXCLUSIVE RIGHT OF SPECIFYING PRICES AT WHICH ARTICLES SHALL BE SOLD, and, following this, the right also to require dealers to maintain the prices specified. The plan is in effect the creating of an agency on the part of the proprietors by which every druggist throughout the United States may receive the goods and dispose of them as agents of the principal, receiving the commissions agreed upon therefor."

The N. A. R. D. being a well organized and powerful band can ask for and maintain Legislation that could hardly be gotten otherwise. The Association is now endeavoring to have the price on alcohol reduced and asks the co-operation of this Association to that end. At our last meeting a resolution indorsing this proposed Legislation carried by a bare plurality of votes, did not meet with your hearty approval. The merits and demerits of this question will be discussed at the proper time.

As you are aware, the N. A. R. D. contract plan for distribution of Patent Medicines has during the past year been given a practical test by the Dr. Miles Medicine Co. This plan, even as improved, has not been absolutely satisfactory to both wholesalers and retailers. The greatest dissatisfaction seems to come from the large wholesalers, owing to the inconvenience of keep-

ing accounts, as required. Many places are now getting full prices for these goods. The N. A. R. D. are sanguine for the ultimate success of this plan and are anxious that it receive the endorsement of this Association. I have communications from Sec. Wooten on this and the previous subject, Alcohol, which are of interest and will be read later.

Shall we endorse the N. A. R. D.? Yes, I say most emphatically, it is our duty to indorse this Association, contribute our mite to its maintenance, though it may not throw into our coffers before our very eyes the bright and shining dollars.

We have and will continue to receive great benefits from it. I have yet hopes that the Association will yet at no distant day solve the great question with which we are now grappling.

BETTER PRICES.

The recent decision of the Supreme Court of N. Y., in the case of Jno. D. Park vs. the N. W. R. D. should be very encouraging to us all. The following is a transcript from the opinion in the case by the Hon. Judge Height:

"The right would certainly not be denied to the manufacturer of a given remedy to adopt the rule that he would only sell it to the jobbers of the country at a certain long price and would not allow a discount of 10 per cent. where they refused to maintain his price. In other words, the manufacturers say to the jobbers of the country. 'I manufacture a medicine that will sell for \$1 a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed to you at that price per bottle. I will allow you a rebate of 10 per cent. and if I find that you are selling at a lower price than billed to you I will allow you no rebate. If this arrangement is not satisfactory to you I prefer to keep my manufactured stock on hand. These are the only conditions under which I will ship my manufactured article. Surely there is nothing in this approaching restraint of trade or the violations of the principle

of public policy. It is simply allowing a man to do what he will with his own."

Could the people of this State understand fully the conditions of the drug business of to day and the inevitable consequence, I feel certain that many would applaud our efforts at self-preservation, they would be more willing to pay just and living prices. The man that goes to a drug store and purchases a preparation for 75cts, (and probably has it charged), that costs the druggist \$9.00 per dozen, should know the profit the merchant is deriving from the transaction.

It is time that the old idea that there is millions in the drug business be exploded. Pharmacy of to-day is not a lucrative calling, in truth, many able men are to-day engaged in the business that do not realize with combined capital and labor, to say nothing of long hours and Sunday work, as much as many men of same grade in other lines for their services, no capital, short hours, no Sunday work. Such being the case there is no good reason why the people should not know it. We do not want public sympathy, but we do want public sentiment in our favor, it has much to do with paving the way for just Legislation in our behalf—a more liberal construction of existing laws.

Friends and Fellow Druggists: It is with mingled feelings of pleasure and pride that I see so large a representation of Druggists at this, the 18th annual meeting of the Tennessee State Drug Association. It argues good for this Association, possibly it is the dawning of a new era. May every one feel that it is good for me to be here. That he has not only had a pleasant outing, but from papers and discussions he has learned matters of vital importance to his business.

Our Entertainment Committee has done good work. The program shows a splendid list of good things. The various firms have indeed been liberal in contributing prizes.

I wish to commend to you the work of our Secretary. He has rendered prompt, faithful and efficient service in this, his

first year as Secretary of the Association, and much of the success of this meeting is due to his efforts. The work is in good hands.

It would ill become me to close this address without a word of welcome to our lady members, I have often thought if there is a crown in Heaven for any particular class of women there was surely one there for the druggists wife. You who are druggists' wives fully appreciate this remark. It is not my intention to remind you of the many trials and self denials you are compelled to make. To you who are sweethearts I would not describe the many hardships and sacrifices you would have to make as a druggist's wife. You look through a glass darkened. Only the bright side visible. Well it is, that such is the case

Were it otherwise

Where would we ever get a wife.

"O, woman, woman in our hearts of ease
Uncertain, coy and hard to please.
When pain and anguish wring the brow
A ministering Angel thou."

We are glad to have you with us.

In conclusion, as the largest, I hope it may also be the most profitable and enjoyable.

On motion President's Address was referred to a committee of Messers Voigt, Kuhn and Curtis.

Election of officers being the next order of business was postponed and made a special order of business for Thursday morning session.

Secretary Trolinger made the following report:

SECRETARY'S REPORT.

To THE TENNESSEE STATE DRUGGISTS' ASSOCIATION:

The Tennessee State Druggist Association closed its Seventeenth Annual meeting at Bon Aqua, July 17th, 1903, at this

meeting eleven new members were enrolled; soon after adjournment all new members were furnished with certificates of membership.

The proceedings of last meeting were published as usual and a copy mailed to each member of the association, and to druggists over the State, Secretary's of different State Associations, Drug Journals and Colleges of Pharmacy.

During the month of August a statement of dues was mailed to each delinquent, and a number paid their dues.

During the year we have enrolled 19 new members, we have dropped 4 members by request, and one by non-payment of dues being three years in arrears. Two of our members have died during the year, leaving a total membership of one hundred and ninety five.

We have contracts for \$176.50 worth of advertising space in the Proceedings of the present meeting.

Finances have been received and paid to Treasurer Ammons as follows:

COLLECTIONS.

Collected at last meeting.....	\$104 00
Delinquents since last meeting.....	96 00
Advertising in last Proceedings.....	101 75
Nineteen new members.....	38 00
Total.....	\$339 75

PAID TO TREASURER AMMONS.

1902	
	Aug. 16.....\$108 00
	Oct. 21..... 58 00
1903	
	May 18.....\$137 75
	July 7..... 36 00
	Total.....\$339 75

Respectfully Submitted, E. F. TROLINGER, SECRETARY.

Treasurer Ammons being absent his report was postponed. Committee on Trade Interests had no report, their chairman being absent.

Mr. Knott made a verbal report on Membership.

The Committee on Entertainment made the following report:

ENTERTAINMENT.

MR. PRESIDENT AND MEMBERS TENNESSEE STATE DRUGGISTS' ASSOCIATION:

Your Committee on Entertainment begs to submit the following report:

The program as distributed tells our story and we trust that you will enjoy it to a degree corresponding to our labors in preparing it. One circumstance that added very much to the pleasure of our work was the heartiness and good will with which our appeals to the various houses were met, and in looking over the list of donors of prizes, you can be assured that each one is your friend and deserves any favors of a business nature you can throw in their way.

Respectfully submitted,

V. A. COLEMAN, Chairman.

A rising vote of thanks was extended to the Entertainment Committee and to the various firms that contributed prizes.

A. Ph. A. delegates had no report.

N. A. R. D., delegates had nothing to report.

Secretary Eves of Board of Pharmacy read his report which was ordered printed in the proceedings.

Motion by Mr. Owen to admit ladies to banquet carried.

Mr. Owen, Chairman of Committee on Legislation, made report as follows:

REPORT OF LEGISLATIVE COMMITTEE.

The past year has been one of intense interest in matters of

Legislature, and legal decisions, to the drug trade of our country. The druggists at large, as well as those of our own state, can breathe more freely and thank the Lord that the legislatures have adjourned, and that for nearly two years we will not have another infliction of what some of us think, an unmitigated evil.

In this state many fierce attacks were made upon our law, instigated in every case by some incompetent person who desired to break into our ranks because he was unable to come in through the straight gate of knowledge and qualification. But your committee, with the efficient aid of the attorney of the State Board, Mr. Lee Brock, was enabled to defeat every amendment that was offered. These were four, in number, and every one was a blow at our Law and would have been a retrograde step had it been adopted.

First one offered, was that the Board be required to register all persons who had worked under a permit continuously for three years. As permits are given only to persons in towns of less than five hundred in which there are no registered pharmacists and in such places the opportunities for study and experience necessary to qualify one for the profession are limited, it can readily be seen, that the passage of this bill would have harvested a large crop of incompetents.

Second.—A Bill prohibiting the sale of Opium or any of its preparations or any poisonous or narcotic drugs, except upon prescriptions. You are familiar with this bill as the committee felt that this so vitally affected the interests of each, that all the druggists of the state were called upon to aid in defeating it.

Third.—Exempting towns of six hundred population and under from the provisions of the law.

Fourth.—Requiring the Board to register without examination, physicians who had practiced twenty years and handled drugs one year.

Only one act was passed that affected druggists specially, and you will endorse that—it exempts registered pharmacists from jury duty.

Many legal decisions of intense interest have been rendered in different State Courts, and the U. S. Supreme Court, and would time allow it would be profitable and instructive to reproduce some of the opinions of the learned judges, but we can barely enumerate some of the most important.

The Supreme Court of Pennsylvania has recently decided that when a specific article is called for by name, and the druggists sells it without comment, that he does not become liable for any damage that may follow its use. The Court held that when the seller is also the manufacturer, responsibility is incurred.

An inferior or jury court in New York City under instruction of the judge, in the well known Hegeman case, held the druggists liable for damages resulting from migrain tablets, which were labeled "Guaranteed harmless." This is in line with the Pennsylvania case, as Hegeman & Co. manufactured the tablet.

The Court of Appeals of New York recently decided in the case of J. D. Park & Sons Co. vs. the National W. D. Association, that a manufacture had a right to fix the terms under which his products are to be sold, and also his right to associate with others for purpose of carrying out his terms of sale.

In several decisions, notably that of R. H. Macy & Co. vs. the Am. Pub. Association the price protective principle has been upheld and a proprietor or manufacturer has the right to impose terms and conditions upon which his goods are to be sold.

There seems to be a promise of better things for the retail druggists who have suffered from the cut rate evil; daylight is dawning—the night of loss, bankruptcy and despair on account of doing business at a loss, we trust is drawing to a close, and it is up to the proprietors to afford the relief which the courts of our land are uniting in saying that he has power to give.

An important trade mark decision from the Supreme Court of the U. S. is of great interest, and is as follows:—

The use of the term "Syrup of Figs" to designate a laxative medicinal preparation, together with printed statements and designs upon the bottles containing the compound and on the cartoons and wrappers, calculated to induce the public to falsely believe that fig juice is an important element in the composition of such preparation, whose operative laxative element is senna, involves such deceit and misrepresentation as will deprive the manufacturer of equitable relief against the sale by another of a medicinal preparation named, marked and packed in imitation of the older medicine, for the purpose and with the purpose and design of deceiving purchasers and inducing them to buy the new preparation instead of the old one."

The New York Legislature passed an act to prohibit substitution, adulteration, etc., as follows:—

"Any person who, in putting up any drug, medicine or food, or any preparation used in medical practice, or making up any prescription or filling any order for, or selling any such drug, medicine or food or preparation, omits to label the same, or puts any untrue label, stamp or other designation of contents upon any box, bottle or other package containing a drug, medicine, food or preparation used in medical practice, or substitutes or dispenses a different article for, or in lieu of any article prescribed, advised, required or demanded, or puts up a greater or less quantity of any ingredient specified in such prescription order, requirement or demand, than that prescribed, ordered, required or demanded, or otherwise deviates from the terms of the prescription etc., is guilty of a misdemeanor, and punished accordingly. Upon a second conviction of a violation of the law, the offender is imprisoned not less than ten days nor more than one year, and fined from ten to five hundred dollars."

This law is quoted at length, to call attention to the estimate that is placed on substitution, by the public, and the

enactment of such a stringent and oppressive law was made possibly by the very general practice of which many of the New York City druggists were guilty or at least were so charged, of substituting cheaper for costly drugs in prescriptions and otherwise. Gov. Odell vetoed this bill, but its passage by a legislature, is a sharp lesson on the subject of substitution, which all druggists can well heed.

Kentucky Court of Appeals in line with the Supreme Court of Illinois, has decided that persons, not licensed pharmacists, can sell any patent or proprietary medicine in original packages.

The Governor of Texas vetoed an act passed by the legislature, which prohibited sale of household remedies by any but licensed pharmacists.

In every legislature in session during the past year, and those of almost every state were, efforts were made to lower the standard by amendments to the existing law, but, so far as your committee has been able to ascertain, without success, and it is gratifying to be able to report, that, in most of the States advances have been made, and the standard raised.

Arizona enacted a pharmacy law, completing the list, as every state now has one.

We congratulate our Association and the druggists of the State who receive the benefits of our Association's work, but do not contribute to its support, that we will have two years rest, and will be spared for that length of time the most disagreeable of all work—that of lobbying.

B. H. OWEN, CHAIRMAN.

On motion the Association adjourned until 2 p. m.

WEDNESDAY AFTERNOON SESSION.

Was called to order by President Eves. Minutes of the morning session was read and approved.

Several members paid dues as per list printed elsewhere in proceedings.

Several new members were admitted as per list printed elsewhere in proceedings.

Committee on Presidents address made the following report: "Your committee to confer and report on the recommendations of the President's address, desires to commend the President for his able and exhaustive report of the conditions of Pharmacy in our State, we hereby endorse his expressions on the work by the N. A. R. D., and we recommend that this Association especially endorse the efforts of the N. A. R. D., and we recommend the adoption of the accompanying resolutions."

Mr. Voigt made the resolution as follows which passed:

WHEREAS, Our internal revenue laws impose a tax of \$2.07 on each wine gallon of commercial alcohol, thus greatly increasing the cost of that substance, and placing a heavy burden on the industries in which it is a necessary raw material; and

WHEREAS, The reduction of the tax from \$1.10 to 70 cents per proof gallon (\$2.07 to \$1.32 per wine gallon) would greatly benefit the manufacturing industries of the country, and would cheapen the cost of many articles of general consumption; and

WHEREAS, Such tax reduction would result in practically no loss of revenue to the government, since, with a lower tax rate the use of alcohol for manufacturing purposes would be greatly increased, and the illicit distillation of spirits, from which no revenue is now deprived, would be made unprofitable; therefore by the Tennessee State Druggists' Association be it

RESOLVED, That we heartily favor a reduction of the tax on alcohol to 70 cents per proof gallon, and urge the enactment of legislation for that purpose.

It was also moved that the Association adopt the following resolutions, which passed:

WHEREAS, The results accomplished by the National Association of Retail Druggists during the past four years having been such as to inspire confidence in the success of its plans for improving the financial condition of the retail drug trade; therefore, by the Tennessee State Druggists' Association be it

RESOLVED, That the loyalty of this Association to the National Association of retail druggists is hereby reaffirmed.

RESOLVED, That the Direct Contract and Serial Numbering Plan authorized by the Cleveland Convention of the N. A. R. D., and put into operation by the Dr. Miles Medical Compa-

ny, is hereby commended and endorsed, and that all members of the Association are urged to give the plan and those manufacturers marketing their preparations under its provisions their active and earnest support.

RESOLVED, That it is the sense of this Association that all proprietary manufacturers claiming friendship for the retail trade should at the earliest possible moment, adopt the Miles plan (or in lieu thereof some other equally effective full-priced plan) and thus show a willingness to protect the retailer against the ravages of dishonest, cut-rate competition.

RESOLVED, That the incoming officers and committees of the Association are hereby directed to co-operate in every practical manner with the officers and committees of the N. A. R. D. and its local branches, in order that the two bodies may work in the closest harmony and to the greatest mutual advantage.

RESOLVED, That the incoming president of the Association is hereby directed to appoint two delegates to represent the Tennessee State Druggist Association at the 1903 Convention of the National Association.

RESOLVED, That the members of the Association are urged to do all that lies in their power to make the work of the N. A. R. D. successful, and through this instrumentality the commercial prosperity of the retailers of our state may be advanced and the status of the retail drug trade of the entire country may be improved.

The President appointed the following committee to recommend five names to be presented to the Governor, from which he may select one to succeed Mr. Rains on Board of Pharmacy: J. F. Voigt, J. H. Wilson, J. A. Loyd.

Papers on "Can a Pharmacist manufacture his own non-secret preparations with financial success to himself" were read by Messrs. Ira B. Clark, J. Goldbaum and C. M. Greve.

A paper was read by Mr. Rains on "Best Methods of Preparing and preserving Syrup of Iodide of Iron and Hydriodic Acid".

Treasurer Ammons being present, made his report as follows:

TREASURER'S REPORT.

J. C. AMMONS, Treasurer, T. S. D. A.

RECEIPTS:

1902:

July 16.	On hand.....	\$200 69
Aug. 19.	Received from Trolinger.....	108 00
Oct. 23.	Received from Trolinger	58 00

1903:

May 20.	Received from Trolinger	137 75
July 9.	Received from Trolinger	36 00
		\$540 44

EXPENDITURES:

1902:

July 17.	Cash R. W. Vickers, prize.....	\$ 5 00
July 17.	Cash Al. Yeager, prize.....	7 50
July 17.	Cash A. B. Rains, prize.....	2 50
July 17.	Cash S. F. Dorris, prize.....	5 00
July 17.	Cash E. W. Holcombe, prize.....	5 00
July 17.	Cash W. D. Muse, prize.....	5 00
July 17.	R. W. Vickers for salary and expenses ...	157 50
Sept. 15.	R. S. Vitt, N. A. R. D. Dues.....	25 50
Oct. 14.	Home Journal; Stationery, proceedings,etc	116 85

1903:

March 14.	Folk & Browder, Pr't Circulars & post.	\$ 2 16
May 21.	Davie Printing Co., Envelopes, pamphlets and badges.....	39 90
May 21.	Trolinger, postage.....	42 75
July 9.	Home Journal for postal cards & print.	11 50
July 9.	Trolinger for postage, express, etc....	30 75
July 9.	Home Journal, letter heads and envel's	4 75
July 9.	Lenehan & Co. 2c postal cards.....	13 38
July 15.	Cash on hand.....	57 97
		\$540 44

The Secretary's report and Treasurer's report were referred to Committee of Holcomb, Derryberry and Kuhn.

The Association then adjourned until 10 a. m., Thursday.

On motion of Mr. Voigt, the Secretary was instructed to write to the legislator who secured the passage of the bill which prohibited druggists from jury duty, and to express to him the thanks and appreciation of the Tennessee State Druggist Association.

A telegram was received from H. M. Whelpley, as follows:

ST. LOUIS, 7-15-'03: E. F. Trolinger, Secretary T. S. D. A., Monteagle, Tenn: "Hearty congratulations from Meyer Brothers. Druggists. Expect many Tennessee pharmacists at World's Fair next year."

On motion of Mr. Smartt, the President appointed the following committee to draft resolutions in memory of J. F. Vickers and J. W. A. Sommers: Messrs. Rains, Dirmeyer and Askew.

On motion Association adjourned until 10 A. M., Thursday.

10 A. M. THURSDAY.

The Association was called to order by Vice-Pres't Chase, President Eves, having urgent business in Nashyille, had to leave on first train. Minutes of last meeting were read and approved.

Several new members were admitted. The special order of business being the election of officers, it was proceeded with resulting as follows: President, J. H. Wilson, of Martin; Vice-President from East Tennessee, S. F. Dorris, of Tracy City; Vice-President from Middle Tennessee, Ira B. Clark, of Nashville; Vice-President from West Tennessee, U. G. Butler, of Hollow Rock; Secretary, E. F. Trolinger, of Bell Buckle; Treasurer, D. J. Kuhn, of Nashville.

FINANCIAL COMMITTEE'S REPORT.

We, your Committee on Finance, beg leave to report that we have gone carefully over the Secretary's and Treasurer's reports, and find that the books are satisfactory and correct.

[Signed]

E. W. HOLCOMB, Chairman,
T. J. DERRYBERRY,
DAVID J. KUHN.

The Committee to suggest five names for a member of the Board of Pharmacy made the following report:

Your Committee reports the following names, to be submitted to the Governor from which to make selection for an appointment upon Board of Pharmacy: G.H. Trevethan, Paris, Iliff Conger, Sewanee; A. B. Rains, Columbia; D. J. Kuhn, Nashville; H. W. McDowell, Lebanon.

Papers were read by Messrs. Loyd and Kerr on "Practical suggestions upon the business side of pharmacy."

Papers were read by Messrs. Dirmeyer and McDonald on "Shorter hours and Sunday closing for Pharmacists—how can this be accomplished."

Papers were read by Messrs. Derryberry and Kerr on "Relation of Druggist and Physician".

Mr. Holcomb read a paper on "The Relative Status of Pharmacy as a Business and Profession".

Papers were read by Mr. Vickers, Mr. Clark and Mr. Goldbaum, on "What are the best methods of advertising that can be adopted by the Retail Druggist."

On motion the association adjourned to meet at 2 p. m.

THURSDAY AFTERNOON SESSION.

Thursday afternoon session was called to order by Vice-President Loyd. Minutes of morning session were read and approved. One new member was admitted. Several members paid dues.

Papers on "What are the best methods of advertising that can be adopted by the retail druggist", were read by Mr. McDonald, Mr. Holcomb and Mr. Goldbaum.

Also, Mr. Goldbaum read a paper on "Practical Suggestions upon the business side of Pharmacy."

Messrs. Smartt and Cooper read papers on "Why a druggist should handle grape juice and how he can make it pay."

Mr. Martin, of Spurlock-Neal Co., continues his award of \$10 in gold for the best paper on "What are the best methods of advertising that can be adopted by the retail druggist".

A paper was read by the Secretary from W. D. Muse on "Shorter hours and Sunday closing for Pharmacists".

Messrs. Owen, Chase and Hudson were appointed a Committee on the Spurlock-Neal Co., contest.

Messrs. Kuhn, Wilson and McBath were appointed a Committee on balance of papers.

Messrs. Conger, Vickers and McDonald were appointed a committee to suggest Papers and Queries for the next annual meeting.

The ASSOCIATION adjourned to meet at 10 a. m. Friday.

FRIDAY MORNING SESSION.

Friday morning session was called to order by Vice-President Loyd, minutes of last meeting were read and approved.

Committee on papers reported as follows:

SHORTER HOURS AND SUNDAY CLOSING.

First Prize, W. D. Muse.

Second Prize, H. W. McDonald.

Third Prize, Wm. C. Dermeyer.

RELATIONS OF DRUGGISTS AND PHYSICIANS.

First Prize, T. J. Derryberry.

Second Prize, B. B. Kerr.

30 TENNESSEE STATE DRUGGISTS' ASSOCIATION.

CAN A PHARMACIST MANUFACTURE HIS OWN NON-SECRET PREPARATIONS WITH FINANCIAL SUCCESS.

First Prize, Iva B. Clark.

Second Prize, C. M. Greve.

Third Prize, J. Goldbaum.

BEST METHODS OF PREPARING AND PRESERVING SYRUP OF IODIDE IRON HYDRIODIC ACID.

First Prize, A. B. Rains.

PRACTICAL SUGGESTIONS ON THE BUSINESS SIDE OF PHARMACY.

First Prize, J. A. Loyd.

Second Prize, B. B. Kerr.

Third Prize, J. Goldbaum.

THE RELATIVE STATUS OF PHARMACY AS A BUSINESS AND PROFESSION.

First Prize, E. W. Holcomb.

WHY A DRUGGIST SHOULD HANDLE GRAPE JUICE AND HOW HE CAN MAKE IT PAY TO DO SO.

First Prize, F. W. Smartt.

Second Prize, H. W. Cooper.

Committee on the Spurlock Neal Co., contest, reported as follows:

First Prize, R. W. Vickers.

Second Prize, H. W. McDonald.

Third Prize, Ira B. Clark.

Vice President J. A. Loyd read the following from the ladies:

I have been requested on behalf of the ladies of the Association, to express their sincere thanks to the members of the Entertainment Committee, who have labored so hard and long for their pleasure. They desire especially to tender their most

heartfelt thanks to the untiring energy and labors of the most valuable Chairman, "Mr. Coleman" who has at last revealed to them the fact that he is a married man and has given them the pleasure of meeting and knowing his most excellent and beautiful wife.

Memorial Committee reports as follows :

Whereas death has invaded our ranks and claimed two of our most worthy members since our last meeting, we deem it right and proper that this Association express its sincere feeling of regret at the deep loss we have sustained, therefore be it

RESOLVED, that in the death of Messrs. J. A. W. Sommers and J. F. Vickers, this association has sustained irreparable loss and that individually and as a body we tender our heartfelt sympathy and condolence to the bereaved family of the deceased and that these resolutions be printed in our proceedings and a copy of the same be forwarded to each family of our deceased brothers.

A. B. RAINS, Chairman.

J. A. ASKEW,

W.M. C. DIRMEYER.

A Paper from Prof. Ruddiman was read by Mr. Owen and ordered made a part of Proceedings.

The Secretary read the following invitation from the manager of the assembly:

The Monteagle assembly extends a cordial invitation to the members of the State Druggists Association to enjoy the grounds of the assembly this morning and afternoon there will be music by Orchestra in the Auditorium, this morning and also at 5 o'clock this afternoon on the Mall. Gate Keepers have been instructed to admit members of the Association on their Badges this forenoon and afternoon.

M. B. PILCHER, Mgr.

Motion to extend vote of thanks to Monteagle assembly for their kind invitation passed.

Committee on papers and queries for next meeting reports as follows for next meeting:

1. Practical suggestions on the business side of Pharmacy.
2. Practical apparatus for the retail drug store.
3. Suggestions for arrangement of stock for convenience and display.
4. Practical suggestions as to improvements in U. S. P., Process.
5. What are the best methods of advertising that can be adopted by the retail Druggist.
6. Memoranda on singular or unusual occurrences in the store.
7. Is the Soda Fountain profitable and suggestions as to how to make it more so.
8. Methods for the prevention of errors in filling prescriptions and handling medicines.
9. The advantage or disadvantage of the Metric System.
10. How to increase interest in an attendance at the Annual Meetings.
11. The benefit and advantages of the traveling man to the profession.
12. The Evils of Legislation VS. Pharmacy.
13. How shall the traveling man approach the Druggists?
14. How shall the buyer meet the Salesman?

Mr. Vickers made the following motion which passed:

Be it

RESOLVED, that the Tennessee State Druggists' Association adopt the word "Pharmacist" to be known as a price mark for marking copies of prescriptions that are given to customers.

On motion of Mr. McDonald a vote of thanks was extended to Mrs. Luck and daughters for their music during the meeting.

Mr. Ingle offered the following resolution which passed by a vote of 15 to 11.

RESOLVED, by the Tennessee State Druggists' Association in annual session July 17th, 1903, that his Honor Gov. J. B. Frazier be respectfully but urgently requested to appoint Mr. D. J. Kuhn to fill the next vacancy on the State Board of Pharmacy and that a copy of this resolution be forwarded along with the names that are to be presented to the Governor.

Also Mr. Ingle offered the following resolution which passed:

RESOLVED, that the Board of Pharmacy be requested to make a complete and itemized report as to their expenditures and other detail work that pertains to and are of interest to the retail druggist.

Mr. Owen made motion to proceed with selection of next place of annual meeting. Several places were suggested but Lookout Mountain was selected and made unanimous. Mr. Owen moved that second choice of meeting (Provided Lookout Inn was not open) be left to Executive Committee.

Mr. Vickers offered the following resolution which passed:

RESOLVED, that the Executive Committee be instructed to take whatever steps that are necessary to legally change the name of this Association from the T. S. D. A., to the Tennessee Pharmaceutical Association.

On motion of Mr. Martin a rising vote of thanks of the Association was extended to Messrs. Holcombe, Payne and Gray for the manner in which they entertained the druggists.

Installation of officers being the next order of business was proceeded with. President-elect Wilson was escorted to the chair and Vice-President Loyd made the following remarks:

I surrender to you this gavel with all its Authority and

Power, hoping and believing that you will use it to the advancement and growth of the Tennessee State Druggists' Association.

President Wilson made a few remarks.

The other officers were installed as follows:

S. F. DORRIS, Vice President.

IRA B. CLARK, Vice President.

U. G. BUTLER, Vice President.

E. F. TROLINGER, Secretary.

D. J. KUHN, Treasurer.

President Wilson appointed Standing Committees as printed in front part of proceedings.

The Association then adjourned to meet at Lookout Mountain the third Wednesday in July, 1904.

SHORTER HOURS AND SUNDAY CLOSING.

W. D. MUSE.

The subject of shorter hours for the druggist is one of vast importance, as broad and deep and stormy as the restless ocean, and one we search as little as we do the mysterious pathways of the sea.

We preach and sing and pray over and about combines and trusts, we harp on technicalities and discuss far-fetched ideas of different pharmaceutical inventions and discoveries that are the off-springs of some fame be-muddled brain, whose owner expects to "gull" the unsuspecting druggist, and fill his pockets with the residue of many a weary day and sleepless night. We wage war on the "cutters" and 'cast out of the synagogue' the money-changers and dove-sellers, as it were.

We urge a cultivation of 'brotherhood' among the Druggist Host, and shout ourselves hoarse about the Hon. Mr. DoLittle, who is in the legislature trying to pass some outlandish pharmacy bill as rotten and worthless as the apples of Sodom, and then sell our "Birthright for a mess of pottage" by working ourselves and our clerks seven days per week, month after month, until we get so mean and low down that our mother's can't live with us, and the clerks get reckless and either commit suicide, take to hard drink, or—oh! horrible thought—go to DRUMMING.

How can there be unity and brotherhood among us when

we don't even have time to poison our mother-in-law or 'spank' our own babies? (and I am sure there is not a druggist this side of the stormy Jordan who does not often feel like doing both, unless it is some poor unfortunate like our President of 1900-'1, and in this event he might vent his spleen on the mother-in-law of some other more unfortunate—like Mr. Appleton.)

We count ourselves lucky if we find time to stuff into our thin dyspeptic stomachs a few cold biscuits and weevily oatmeal, and snatch a few hours of restless slumber from the arms of night, made more unwholesome by dreams of lawsuits brought on by mistakes in prescriptions, and by the ring of the telephone from some hysterical woman, whose family physician had prescribed the use of alum water on her feet at night to prevent sweating—and she had forgotten it entirely until her 'hubby' came in about ONE G. M., and she had put her icy 'tut-sie-wutsies' on his spinal vertabræ—and please send her down at once 5 cents worth pulverized alum—be sure it is pulverized.

We arise, of course, get into a pair of cold trousers and stiff shoes, and go down into our "hop-joint" to find that the alum is not pulverized, but in lumps as large as goose-eggs.

But to return to the subject "What benefits would be derived from shorter hours?" We hear this question from all sides. Would the Druggist not lose some of his business by making his business hours shorter? We think not. Do the banks, the dry-goods stores, and numerous other business enterprises do less business by having reasonable hours? The simple fact that they do not lengthen their business hours proves very forcibly that they would not, for they are out for the money. None of them do business for their health, and having at their head men of fine business ability it is reasonable to suppose they would advocate and require longer hours if they thought it would increase the volume of their business.

Any large business—or we might safely say, any business requires a clear brain, and these men know, as every other man

knows who will give it an honest, healthy thought, that to have a clear brain and a steady hand, a man must have time to eat, to sleep and rest.

A man cannot do his work accurately or without errors when his nerves are torn to pieces, his eyes heavy, and his brain clouded. The Banker knows this and realizes the importance of these things. He must have men whose minds are clear, and whose business ability is unshaken; his business requires it, *it is of vital importance*. The merchant knows this. The laws of God teach it. The Creator intended that men should stop their labors when the sun sank to its rest, and the shadows of night swept like a curtain around the world. He made no light bright enough for man to work by, night was made for rest, and to-day everything that is untrammeled by "the greed for gold", ceases from activity when the night cometh. The birds hush their songs, and chirrup in their glad anticipation of rest among the sheltering branches of the trackless forest. The cows come home to shelter and to rest, and "The plowman homeward plods his weary way", to sit in the flickering glow of his own fireside and rest.

But for the Druggist, poor lost soul, banished from the Edenic pleasures of home! He toils on day after day, year after year, until at last he is laid in a very narrow grave, and talked about by his neighbors who never paid their drug bill.

Shorter hours would benefit the proprietor, for then his clerks would be more competent to do his work and would be less liable to make mistakes at the prescription case. Everyone is liable to make mistakes, and much more liable is the man who is required to work from fifteen to eighteen hours out of every twenty-four—not only physical, but mental labor. Fifteen hours per day is the average time for the prescriptionist. He goes to work, say at 7 a. m., and works until 11 p. m.; it is then twelve p. m., before he can get home and get to sleep—unless he has a clearer conscience than most of us. He sleeps then,

say until 5:30 a. m., five and half hours, with an hour and half to bathe, put on a clean collar (if he has one), eat his breakfast and get to his post of duty at the appointed time.

These are plain figures, *and figures don't lie.* It is an outrage and should be remedied. Work a man this way and he does not have the interest of his employer's business at heart. He gets crossways with the world and I don't blame him. Shorter hours would benefit the clerk, not only by giving him the rest needed, but it would give also more rest to his employer, thus bringing about more pleasant relations between them.

Shorter hours would benefit the customer because it would give them a greater assurance of *accuracy and safety.* Shorter hours would benefit the Druggist's trade because *his customers would have this assurance*, and because they would advise their friends to have their prescriptions filled at MR. BLANK'S DRUG STORE, as his corps of men were the *most competent* men in the city.

No druggist increases his business by keeping open until an unreasonable hour, people buy medicine *from necessity—not otherwise.* If a Druggist finds that his business requires him to keep open until twelve o'clock at night, or all night, he should have a night clerk—or clerks, as the case might require—and these should relieve the day clerks at six or seven p. m., when the greater portion of the business is over. And now there is only one remedy for this evil, and that is for the drug clerks to completely organize themselves, forming a union, and passing resolutions to the effect that "no member of the union may accept a position where he is required to work over a certain number of hours", and also work to pass a law requiring all those taking a course, and graduating at any school of Pharmacy in Tennessee, to serve an apprenticeship of not over four years at the profession before they may take a salaried position. This would stop hundreds of young boys who take a few months

course at some school of Pharmacy, from accepting positions at from ten to twenty dollars per month, and they are, perhaps not worth that, thus bringing a hardship on the men of experience who are worth a decent salary.

And now to the Clerks, we would say in the language of Omar Khayyam:

"Wake for the fate, who scattered into flight
The stars before him from the field of night,
Drives night along with them from your haven, and strikes
The Druggist's turrets with a shaft of light".

RELATION OF DRUGGIST AND PHYSICIAN.

T. J. DERRYBERRY.

The problem involved in this subject, it seems to me, should secure the most careful consideration from both Druggist and Physician, for various reasons.

In the first place we are in a great measure dependent upon each other. No druggist can succeed, as all ambitious druggists hope and deserve to do, who has not the confidence and good-will of the physicians in his territory.

As a matter-of-fact, these conditions DO NOT and cannot always exist, yet the principle remains.

Doctors as a rule are good people, kind-hearted and appreciative, and when made to understand that the druggist only wants that which properly and legitimately belongs to him, he will accord a better feeling, and give hearty encouragement to the practice of Pharmacy.

I believe one cause of the coolness that sometimes prevails is that morbid fear that possesses some of us, that the other fellow has the advantage of us, and is going to use it to our destruction.

To say the least of it, this shows very little confidence in our fellowman, and less in ourselves. It is true *some* Doctors, but very few I am happy to believe, are like some drugs: can

only be handled by keeping well corked and in a cool, dark place. But these I believe make a small per cent. of our practitioners. Treat the Doctors right—get close to him. Give him to understand, in a modest unassuming way, that you are fully competent to attend to your own business, and expect to do it. Show him that you do not want the earth, but are willing that he should have his part of it. Study each individual judiciously and cautiously.

Different people require and yield to different treatment. Lay your plans carefully; convince yourself that the trade is worth your effort, and then go after your man with the same zeal you would manifest in courting a girl, and in most cases you will be the victor.

Take an interest in the doctor and his work. Be ready at all times to supply any preparation he may need; at the same time avoid foolish expenditures for the purpose of experimenting. Keep your physicians well supplied with prescription blanks, and occasionally give a good pencil, suggesting at the time that he use it to your mutual advantage. Ask his advice on things pertaining to his part of the work, and at the same time offer suggestions, in a pleasant way, that you consider would be of value to him.

Never allow yourself to fall into the ignoble habit of criticising a physician's prescription or practice. Let people judge his ability for themselves. Above all things don't push patents to the detriment of your own and the physician's interest.

If a customer sends to you to get something that is good for a baby, it is ten-fold better to send the messenger back empty handed and advise the anxious mother to consult her physician, than to send out somebody's world renowned soothing syrup, and perhaps afterwards when the man of medicine is called he will look wisely on the patent rain water and coloring matter you have supplied, and proceed to make a prescription for another drug store.

Be honest with yourself, and just to your fellow man; deserve respect and you can command it.

Every conscientious druggist should fully realize when a prescription is brought to him that the writer of that prescription has seen proper to call upon him, to render assistance in relieving suffering. And by virtue of this trust he becomes in a measure responsible to the patient, and at the same time, obligated to the physician. Hence we conclude that the relationship between druggist and physician, is necessarily more intimate than that existing between any other separate and distinct avocations.



**CAN A PHARMACIST MANUFACTURE HIS OWN NON-SECRET
PREPARATIONS WITH FINANCIAL SUCCESS TO HIMSELF.**

IRA B. CLARK.

Non secrets have grown to be a very important feature of the drug business, and owing to the unprofitableness of handling the staple patents, they are here to stay and are growing more important from year to year. That non secret preparations are profitable to the retail druggist has been abundantly proven, and being profitable as put up and sold to the general trade by manufacturing houses, they should be made to pay a much handsomer profit as put up by the druggist himself. The pharmacist in his semi-professional business stands in relation to his trade in a different light from any other business man. He must have the confidence of his patrons and that confidence is not violated in the least when he uses his knowledge of medicine and disease in putting up and pushing his own non-secrets. Neither does he violate any of the rights of the physician because there is always a demand for remedies for the treatment of simple ailments, and the family druggist is looked to, to supply this demand.

The pharmacist should prepare his own non secret preparations, first,—because of his knowledge and training in drugs, and his actual knowledge of the composition of his preparations

enables him to recommend and sell them with perfect confidence in the remedies.

Second.—The pharmacist putting up his own non-secrets gets a distinctiveness of package all his own, which is not obtained by buying from a manufacturing house that has a stock package, and sells it to every Tom, Dick and Harry that has the price.

Third.—The druggist's own non-secret gives him a feature for advertising purposes that is of inestimable value. In advertising his own products he promotes his general store trade, and can quote prices without fear of being undersold by his competitor.

Fourth.—The profit on the druggist's own preparations, if nothing else, warrants him in putting up his non-secrets, and further he should use the best formula he can devise, and if the customer is in any way dissatisfied refund his money.

And last, the druggist should not recommend his preparations as being "just as good," but as being better than any thing else.



THE BEST METHOD OF PREPARING AND PRESERVING SYRUPS
HYDRIODIC ACID AND IODIDE OF IRON.

A. B. RAINS.

Since accepting this query at our last meeting the writer has given this subject an as exhaustive investigation as time and his ability would admit. Perhaps some of you may remember that in a paper read before this Association a few years ago, the writer then suggested that in his opinion the U. S. P., process for the manufacture of Syrup Hydriodic Acid was defective, in that it directed the use of alcohol, and its subsequent evaporation upon a water bath. The heat and exposure to the atmosphere during this process are unquestionably injurious, and induce partial decomposition, which is evidenced by the slight discoloration of the solution before it is sufficiently reduced.

The writer has, after experiment, employed the following method for preparing a ten per-cent. solution, or more correctly speaking, a solution just ten times the strength of the U. S. P., syrup. Since the specific gravity of this syrup is 1.313 and contains 1 per cent. by weight of hydriodic acid, the solution to prepare it must contain a little more than 13 per cent. or 13.13

gms. hydriodic acid to 100 C. C., to impart 1 per cent. by weight to the syrup when fixed with 9 parts of it.

Our formula and process are as follows:

Potassium Iodide.....	Gms. 54
Potassium Hypophosphite	Gms. 4
Aqua Destillata.....	C. C. 64

Mix and make solution.

Acid Tartaric, (crystals).....	Gms. 56
Aqua Destillata.....	C. C. 84

Mix and make solution.

Heat both solutions to boiling and mix by pouring the solution of the potassium salts into the acid solution, (otherwise the crystallization of the potassium bitartrate formed is imperfect, or an amorphous powder) set aside for an hour, or until cool, and chill to 36 F. with shaved ice and allow to remain at this temperature for sometime—say two hours,—when practically all of the bitartrate will have crystallized. Filter through a pellet of absorbent cotton contained in the neck of a glass funnel, and wash the crystals of bitartrate in the flask with ice cold distilled water, and pass through the funnel until the filtrate and washings measure 350 C. C.

Ten C. C. of this solution were added to 90 C. C. simple syrup, and 31.88 gms. of this syrup were exactly neutralized with ammonia water, and two drops test solution potassium chromate added, and titrated with decinormal silver solution. It required exactly 25 C. C. of the silver solution to produce a permanent red color, hence the syrup contained 31.88 gms. hydriodic acid in 31.88 gms. of the syrup or 1 per cent. by weight. The solution thus prepared was white and clear and free from the yellowish cast of that made by the U. S. P., method, and remains unaltered after eight mos. exposure to direct light in a partially filled flask. There are only traces of

crystals of bitartrate showing that the use of alcohol is not necessary to eliminate this. The solution possesses the power to convert free Iodine into hydriodic acid as shown as follows: One drop of iodine solution was added to about 20 C. C. which gave it a decided tinge, and it imparted a blue color to starch test solution, but after standing a few hours the iodine color was entirely discharged and the solution then gave no reaction for free iodine, showing the iodine had been converted into hydriodic acid. The solution when freshly prepared has an odor of sulphuretted hydrogen, due we think to decomposition of traces of sulphites and sulphates in the potassium hypophosphite, which odor is entirely lost when the solution is diluted with 9 volumns of syrup.

As to the best method of preserving the same.

As heretofore stated we found this concentrated solution after standing 8 mos. to show no signs of deterioration, but we at the same time prepared one per cent. solutions, (corresponding in strength to the U. S. P. syrup,) in varying proportions of syrup and water, and glycerine and water, and exposed them in partially filled bottles under the same conditions as the concentrated solution, as follows:-

1 per cent. solution in water, 1 per cent. solution in a mixture of $\frac{1}{2}$ water and $\frac{1}{2}$ syrup, another in $\frac{1}{2}$ water and $\frac{1}{2}$ syrup, another in $\frac{1}{2}$ syrup and $\frac{1}{2}$ water, and another in all syrup, and also in the same proportions of C. P. glycerine and water. At the same time and under the same conditions a syrup made by U. S. P. process was exposed. The sample of U. S. P. syrup now has a decidedly yellow tinge, though not so decided as the U. S. P. syrup, while all the other samples remain bright and clear.

The two discolored samples however give no reaction for free iodine.

We therefore conclude that the syrup of hydriodic acid

made by this method is more stable than that made by the U. S. P. process, and that the alcohol employed in this process is worse than useless, since there is no more deposition of potassium bitartrate crystals in the one than the other. Also that the preparation will be improved in stability by using a syrup of less density than that directed by the U. S. P. for the reason that it is a well known fact that inorganic acids possess the power of inverting cane sugar, or converting it into glucose, which is darker in color and less soluble, and we think a large proportion of the discolored samples of syr. hydriodic acid are due to crystallization of glucose, particularly so if kept in a cool place. This theory is further supported by the fact that the writer has heretofore examined samples of discolored syr. hydriodic acid which gave no reaction for free iodine.

In regard to Syr. Ferrous Iodide the writer has no suggestions to offer as to improvements upon the U. S. P. process of manufacture, nor have we experienced any difficulty in its preservation more than once, when a few drops of diluted hypophosphorous acid, as suggested in the dispensatory, restored it to its original color and brilliancy.



**PRACTICAL SUGGESTIONS ON THE BUSINESS SIDE OF
PHARMACY.**

J. A. LOYD.

Of all professional or business men the Pharmacist, to my mind, should be the most careful and prudent. It is absolutely essential that business methods and rules should be maintained and rigidly enforced by the Pharmacist. The details growing up with and which constitute the real make up of the business of the practical pharmacist are so numerous and continuous that lax habits, such as the putting off the performance of small duties as well as giving attention to larger and more important matters as they present themselves, will limit the success which should result as a reward to every one who embarks in the profession.

The practical pharmacist should, by all means, have regular habits and cultivate the principle of an orderly spirit, calm mind, self-possession, and, above all, a "clear head.". He should be punctual to take his hours of repose and sleep (taking

enough time off at least once in twelve months to attend the State Druggists Association) for verily the old saying "all work and no play makes Jack a dull boy," is certainly true, while, on the other hand, all play and no work makes the Pharmacist unable to meet his bills. By adhering to these rules and regulations when in his place of business he will have a lively sense of all that is transpiring about him. They are some of the essential requirements on the business side of Pharmacy, at least of him who undertakes to conduct a Pharmacy.

There should be a place or locality for every article or line of goods carried in stock, although this may sometimes be at the expense of good appearance and otherwise desirable changes of arrangement. The permanency of location of many lines of goods is desirable for many reasons, chiefest of which is that no time should be lost in getting at goods when called for, and that the salesman may be readily and always absolutely sure whether an article called for is in or out of stock.

A good stock man is very valuable in retail pharmacy. One who is always up in his stock—knows what he has and cost and selling price of same, without having to haul out his price list from a stack of dingy papers and keep his customer waiting while he learns the cost of probably fifty cents worth of drugs. Then again to have to look and look and call every one in the house to know just where a certain article is. There is no practical business in this at all, and yet how often it is the case, especially in our country towns (I am speaking from experience). Nothing inspires more confidence in your customer than to be able to get what he wants at once and with as little confusion as possible—then he realizes that you know your business.

Too much attention cannot be given to the want list. Have it convenient, and when an article is low or out, as soon as your customer is gone, write it down at once. Don't delay even for a moment. If your trade finds what they come to you

for, they are sure to continue business with you. On the other hand, if they find you "out", and you are forced to say, as is so often the case (and I dare say these are familiar quotations with every retail druggist here) "we have it ordered" or "will have it to-morrow," he will go to the other drug store, and you lose him through absolute carelessness—nothing else.

The buying of goods, receiving and checking them up on arrival, in my opinion, should always be done by the proprietor himself, as well as adjusting, filing, and remitting for same.

The prescription department should receive more attention than any other department of your store. The lives of our fellowmen are in your hands when you begin to compound a prescription. Therefore a well lighted prescription case both day and night is very essential. It should be well supplied with all the necessary utensils and apparatus of modern improvement. Rusty, broken spatulas, worn out pill tiles, and dingy graduates are obnoxious, unsightly, and certainly out of place in an up-to-date prescription case. All unnecessary contentions and controversies with those who linger about should be avoided and forbidden by those in charge. A drug store or pharmacy is not the place for jokes and pranks, and when such things are allowed mistakes of a dangerous character are more than likely to occur.

Every pharmacist should have enough independence and sagacity to know when to open and close his place of business. It should be done in harmony with the requirements and needs of the people and the success of his business. Do not keep open at undue hours at night or on Sunday because your competitor does. Independence of action on the part of one good pharmacist in a city or town will soon infuse confidence and a spirit of independent moderation into the habits of all your competitors, which will result in great satisfaction to all.

Profit in business does not consist solely in buying goods at a nominal price and selling them at an advance. We may do a larger business and yet not realize a cent profit though we sell nothing below cost and lose nothing by bad debt or slow paying customers. The expense of your business must be taken into consideration. Freight is a big item. Store rent is another, to say nothing of clerk hire, lights, heat, taxes, insurance, leakage, etc. Our own time and labor goes to make up the expense of the business. In reaching out trying to increase the volume of business we must consider what it costs to do it. All these things must be figured out when the question of profit is taken into consideration. One had better do a reasonably small business, where expenses can be reduced to a minimum, than to attempt to do a large business with small capital with additional expense.

Your business all depends upon you. You make the business, the business makes you. No drug store will keep a man unless the man keeps the store. Personalities combined in a business like way, making people believe that you really enjoy serving them, putting them at their ease by winning their confidence, are all essential to the chief attainment of the end in view—viz., more business. Make a careful study of your trade. their whims, fancies, and idiosyncracies and cater promptly to each, using good judgment in what you do and say. Lend a willing ear to their troubles (although it be very trying on your nervous system). Keep a silent tongue. Treat all alike, as near as consistent, and allow no one to leave your store dissatisfied with treatment received. Don't hurry your trade. The race is not always to the swiftest. Give them your undivided attention, and that "bitter pill" called "business transaction" will be safely disposed of and concealed in a sugar coating of "mutual satisfaction".

Time was when the pharmacist, or, more properly termed, "apothecary", was looked upon as a wizard; was held in awe,

and even reverenced as a magician dealing in poisons, mixing noxious doses and potions, and his dingy, ill-savored shop, with its grinning skull and cross-bones, was shunned by all save those compelled to call through force of circumstance.

Look now upon the modern pharmacist. Note the difference. With his cheerful surroundings, pleasant smiles and greetings, ever ready to welcome you. Creating the impression of a peaceful mission; volunteering his skill and knowledge in your behalf to relieve the pains and aches that mortal flesh is heir to. The human mind of the modern pharmacist has broadened in its views, and realizes that there is more in this old world than the simple buying and selling of goods for the almighty dollar.



THE RELATIVE STATUS OF PHARMACY AS A BUSINESS AND PROFESSION.

E. W. HOLCOMB.

From time immemorial mankind has been graded into many classes, marked, generally, by a fitness for a certain kind of work.

These selections or gradations are, and always have been, to a large extent, tendencies or adaptabilities. As the acorn has all the attributes and elements and potentialities of the oak, so probably the still unborn child has not only all the elements of the coming man in embryo, but probably has all his temperaments and tendencies, even idiosyncracies; and these in time have a tendency towards certain things. One may have a tendency to growing things and become an horticulturist, or toward study and meditation and become a jurist, or a theologian; or he may become a doctor, or a teacher; or a tendency toward the sciences or to the arts, and those who become successful in these and kindred lines, as I understand it, are said to belong to the professions.

The status of the professions is established always by the laws, customs and habits of the country in which one lives; and every nation has its own peculiar gradations and standards of measurement, and its own un-written laws governing and making the ethical code that belongs to the professions.

Among the allied professions pharmacy occupies no mean place. Take medicine for instance, to which it is most closely related. The physician of to-day is almost wholly dependent on the pharmacist for his supplies, either at home or abroad.

The time is past when he can get into the fields and woods and gather his herbs and roots and prepare his remedies in the crudest of ways. He depends on the trained pharmacist where an army of chemists and botanists and their assistants are furnishing drugs of almost absolute purity, of known strength and efficiency, and in variety far exceeding anything dreamed of in former years.

Not only has great advance been made in the manufacture of high grade pharmaceuticals, but also in the handling of them. So important has this become that only those specially trained for the work, either by long years of apprenticeship, or by special courses of study, are allowed to handle these preparations, until most of the universities of the country have departments of pharmacy, which are thorough in their courses of instruction. In addition to this every state has now a Board of Pharmacy, composed of the best pharmacists in the state, before whom every one who wishes to either operate or work in a pharmacy must be subjected to a rigid examination before securing a permit.

As a profession, it may be, that pharmacy has not attained to the fullest privileges and recognitions that it is entitled to in the social economy of our country, but it is a fact that it is forging to the front rapidly. The work of pharmacists in the last twenty five years has placed them in the front rank, for scientific research, for valuable discoveries, for the prolonging of life and the relief of suffering. But, more than any thing else, there has come to the best pharmacists of the country a dignity born of close application and growth in knowledge; a mental power that gives nobility to character and intimate courtesy and refinement. These great attributes belong to the

so-called professions in the highest sense. They cannot be bought or sold, or inherited, but belong to the growth and development of the individual and be a part of him. Thus it seems to me, that pharmacy is already taking a high rank among the professions of our country, but linked indissolubly with our professional work is the commercial spirit that rules the world to day, as it has done from the beginning.

What is it worth? is the cry that rings around the world. When Lorenz charges an Armour \$20,000.00 for his skill in orthopedic surgery, straightening the limb of a little girl, he is simply selling his professional wares, and so with the president of Harvard College, or the editor of a newspaper, or the doctor writing a prescription, or the dentist pulling a tooth. By labor study, application, force of character, etc. each has accumulated a stock in trade, and it is for him who needs those and has the money to pay the price. And so every man's profession is his business. The growth of the business of pharmacy has steadily kept pace with the growth and development of the country; and in the places where drugs are sold, from the smallest village to the largest city, the pharmacists occupy the best locations regardless of price; their fixtures and adornments are suggested with a view of esthetic harmony in color and arrangement. If the status of a business is known for the utility of its wares and the necessity that creates it, by the education, ability and character that is required to successfully operate it, then the pharmacists of the country rank high.

Any business to be successful requires application and perseverance, but the pharmacist needs all that and in addition to that a foundation of technical skill and learning that belongs to all the professions.

The druggists are becoming more and more the custodians of the health and morals of the country. The vicious use of drugs, especially, the preparations of opium and coca has done incalculable harm in the last few years—and the end is apparent.

ly not yet—and these are but two, and but the beginning of the potent drugs that are yet to be discovered. These drugs are immensely valuable when properly used, but terribly demoralizing and destructive when abused.

The doubtful results of legislation places the work of the regulation of these evils right where it belongs, with the ones who sell the dangerous goods—the druggists—and this regulation can only be accomplished through systematic and thorough organization. This organization can best be effected through the State Druggists' Association.

OUR status as professional men and as business men is to be bought with a price, the midnight oil must be burned, the fierce struggle of competition must be met, and more than that we are to be moulders of public thought and opinion in matters of seductive drugs and seducing drinks. As the direction of all business, and all professions is toward the attainment of our highest ideals let us hope that this Association will build wisely and grow in wisdom and strength.



**WHY A DRUGGIST SHOULD HANDLE GRAPE JUICE, AND HOW
HE CAN MAKE IT PAY TO DO SO.**

F. W. SMARTT.

Grape Juice is Nature's true tonic, an unequalled and delightful fountain beverage. It was originally put up for sacramental purposes as unfermented Communion Wine, but is now becoming very popular as a beverage, because it is recommended by physicians as a tonic, which is a very strong point in favor of its use. It is said the saccharine contained in the sugar of the grape is in the natural state and does not have to be changed by digestion as does other sugar when taken into the stomach, and that there is nothing that can be taken into the stomach that is so easily and quickly assimilated as Grape Juice and all the nutritious elements of the grape reside in its juice.

The origin of Grape Juice as a beverage was first brought to the minds of the people in the Chautauqua Grape Belt, which covers a section of about fifty miles along the hill-sides and foot-hills that skirt the shores of Lake Erie, from which section there was shipped last fall over 8000 carloads of Concord grapes to all parts of the country. The benefits derived from the use of the grape was discovered in the labor in that section, which was employed in the harvesting of grapes during the season. The boys and girls working in the grapes and eating freely

would always gain in weight from ten to twenty pounds in about four weeks, on account of the nutrition of the grape, of which they used large quantities; and it occurred to the growers if they could preserve the juice in the natural state so as to be able to supply the trade the year round, it would be a great commodity, and it has so proved by the great demand there has been for it. Being non-alcoholic, it is pre-eminently a temperance drink, and has no equal in the home. Its brilliant color and delicate flavor render it very attractive, and everybody likes it. Its deliciousness will linger in your memory, and once tried you are a regular customer for it.

This is a time when there is much discussion of health drinks, and the value of Grape Juice is being widely recognized, and its sale is rapidly increasing. It is Nature's product and is not a preparation, and Dr. Felix Oswald says that no other food product, natural or manufactured, supply as easily digested nutriment in such convenient and palatable form, and in no other form can the human organism absorb so large a quantity of blood purifying liquids with such a minimum of distressing after effects.

In Germany there is a recognized cure for all wasting diseases, known as the Grape Cure. It consists of a diet of fresh grapes and there are hundreds of authentic cases where this diet, faithfully carried out, has cured some of the most serious maladies.

Of course the principal ingredients of the grape are water and sugar, but here is a list of some of its other constituents; Tannic Acid, Bitartrate of Potash, Sulphate of Potash, Tartrate of Lime, Magnesia, Alum and Iron, Chloride of Potassium, Tartaric and Citric Acids. Almost enough chemicals to stock a drug store one would think. No one can study the above list and then doubt the medicinal value of grapes.

As to how you can make it pay to handle it, will say that that depends largely on the man and place, but will suggest

that at the soda-founts it is one of the most delicious drinks, either served plain or carbonated. A great value at the fountain is the way in which it blends with other fruit juices to make fancy drinks. In combination with one or more of the following flavors—Pineapple, Raspberry, Lemon, Orange, Lime, etc., it is very fine. Give such a blend a fancy name and you can soon make it one of your leading drinks. The druggist that serves pure Grape Juice at his fountain will find it a great help in selling it by the bottle for home use.

My observation is that Randall's Grape Juice Fount has proven to be the most popular and profitable way of handling Grape Juice by the druggist. Some of my friends tell me that they have increased their trade several times over what it was before they used this fount. I believe the druggist should handle Grape Juice because it is good, and there will be an increased demand for it, and I believe Grape Juice is without a superior upon the market to-day, and can be sold strictly upon its merits.



**WHAT ARE THE BEST METHODS OF ADVERTISING THAT CAN
BE ADOPTED BY THE RETAIL DRUGGIST?**

R. W. VICKERS.

Being a firm believer in advertising it is my opinion that all carefully and well-placed advertising does pay. But as to what are the best methods that can be adopted it is difficult for one man to say, as methods that are beneficial and best for some men would not be so suited to one differently situated.

But there are methods that apply with equal force to all, regardless of who or how situated. And the ideas that I shall try to advance have been gained from a rather diversified experience, and most of which can well be adopted by either the city or town druggist.

I consider the obtaining and retaining of the confidence of the public as being the most far reaching and enduring advertisement. For with this confidence comes the high professional regard and favorable comment from the people, without which no druggist can best succeed. Hence I would place paramount the reputation of my store for reliability and fair dealing. I would never forget pleasantness and politeness to all customers, and I would have this practiced by proprietors as well as by clerks. I know a house that has this motto:—"Our effort is to have the goods when they are called for, and our desire is to give absolute satisfaction to every customer." I consider this a very good motto, and one that if well lived up to will prove a wonderfully good advertisement.

Watch carefully your stock and want book, and learn your customers to know that when they want anything in your line you can furnish it. Remember that the reputation of always having the goods is worth more than the cost of getting said reputation.

Keep your stock and show cases clean and well arranged, and spend considerable time and some money on general appearances. This makes an impression on every customer that causes them to like to come back, as well as to speak pleasantly of your store.

Remember that the condition of your show windows is a very good index to your methods of business, and a well kept show window is a cheap and profitable method of advertising. Adopt a business policy, and adhere to it as strictly as practicable, and try to conduct everything in the store in a manner that will elicit favorable comment from all customers.

Always give your customers what they call for, unless they ask your suggestion. In this case always give that which is most to your interest, and none the more to their detriment, and always with the assurance that you propose to make them satisfied with their purchase. But these remarks apply to that part of advertising that must be done within the store, and we should not forget that outside of the store lies the field from which we are to reap our success or failure, and remember that advertising is to the merchant what plowing is to the farmer. I would as soon believe that a farmer could plant his crop of corn and harvest an abundant yield without plowing it, as to believe that a merchant could conduct as successful a business without advertising as with it.

I would run an advertisement regularly in one or more newspapers, and not repeat the same reading matter more than four times in succession. In these advertisements I would make a plain statement of facts, naming a large number of articles carried in stock, assuring the public that you will make

good anything sold from your store that proves otherwise, and that their patronage will be appreciated. I would never try to convey the idea that we are the cheapest but only reliable house in town, that all who trade at any other store do so at the risk of being defrauded, and possibly of losing their lives. And I would never begin an advertisement in flaming head lines with such startling announcement as "Fire," "Murder" "Robbery," "Man found dead," etc., etc.

I would have printed a number of neat cards, say twelve by eighteen inches in size. These I would put behind glass, in neat frames, and hang one in all the hotels, banks, barber shops, livery stables and other public places; and as they make a very neat appearance I have met with no objection from toll gate keepers and residents along the pikes to putting them in conspicuous places where they will be cared for, and I use them several miles out of town. I also believe that we get value received for board signs put in proper places. And the mailing list carefully and frequently worked I consider one of the cheapest and best methods of advertising.

I would also suggest the keeping on hand of a supply of booklets, blotters, picture cards, circulars, free samples, etc., either that you have printed yourself or that will be furnished by the numerous advertisers, and when a package goes out of the house enclose one of these. And when sending packages out in town by the porter give him a number of them and have them left at residences, but never let the door bell be rang to hand in one. And once or twice a week I would place some in every buggy and wagon around town.

With strict attention to business, a careful study of the best methods of advertising, and a persistent application of these methods, I consider success very well assured.

COLLOIDAL METALS.

E. A. RUDDIMAN.

Within the last few years two metals in the colloidal form have come into use in medicine, and through them interest in others has been awakened. Although it has been only recently that these soluble forms of medicines have been applied in medicine, they were known quite a number of years ago.

The two colloidal metals most commonly used are silver and mercury under the names of collargol and hyrgol. We also have colloidal gold, silver, platinum, bismuth and cadmium.

It is a question that seems not yet to be settled whether these metals in the colloidal form are really soluble in water or not. Some writers claim that they do form true solutions and other writers claim that they are only pseudo-solutions, that the metals are not dissolved but suspended in an extremely finely divided condition, that it is because they are so finely divided that their deposition is prevented for a long period of time. In support of this latter claim, those making it say that the optical characteristics, the behavior toward electric current, and action under heat, all speak in favor of suspension; that the colors of the apparent solutions permit inferences to be drawn regarding the size of the particles. The theory of suspension rather than solution seems to be gaining ground.

One writer suggests that a colloidal solution may be regarded as a step between a true solution and true emulsion; that the collid molecule is much larger than the water molecule.

These solutions, if they are solutions, are not pure but are generally contaminated with other substances used in reducing the metal and also with the ordinary insoluble forms of metals to which they have reverted. It seems as though the presence of these impurities tends to prevent the reversion.

COLLOIDAL SILVER.

Colloidal silver, known also as collargol, may be made in different ways. The most commonly used is the one known as Carey-Lea's method which is as follows: 200 gms. of a 10 per cent. silver nitrate solution are treated with a mixture of 200 Cc. of a 30 per cent. ferrous sulphate solution with 280 Cc. of a 40 per cent. sodium citrate solution to which has been added 50 Cc. of a 10 per cent. sodium hydroxide solution. The beautiful lilac colored precipitate is transferred to a filter when it becomes blue and is freed from mother liquor by exhaustion with an air pump for half an hour. The precipitate is then washed from the filter and dissolved in water. From a certain strength solution in water it is precipitated by absolute alcohol.

Another method is to pass an electric discharge between two silver poles immersed in water, the cathode being disintegrated giving a solution of the metal.

Colloidal silver is said to contain 99.7 per cent. silver but the analysis of one sample showed the presence of only 25.2 per cent. soluble matter. It is soluble in water giving a clear dark brown solution, it is somewhat soluble in alcohol, giving a chlorophyl-green color by transmitted light. The aqueous solution is not very stable under some conditions, reverting back to the insoluble form, but the claim is made that if it is pre-

served in well closed vessels it will keep for months. Decomposition is indicated, if, on pouring some into distilled water, the water becomes cloudy and of a silver-gray color. It is not precipitated by albuminous fluids or by sodium or hydrochloric acid when in the presence of albumen.

COLLOIDAL MERCURY.

Colloidal mercury, or hyrgol, is made as follows: A very dilute solution of mercurous nitrate is poured, under constant stirring, into an equally dilute solution of stannous nitrate. Both solutions may contain only enough free acid as will prevent the precipitation of any basic salt. A deep brown fluid results. A decided excess of stannous nitrate must be used, otherwise the colloidal mercury readily changes. A concentrated solution of ammonium citrate is added, whereby colloidal mercury is salted out, the brown color of the solution changes to a black and a fine black precipitate deposits. Neutralization is then affected by ammonia. After precipitation has been completed the supernatent fluid is decanted, the residual soft mass is exposed in a vacum dessicator over sulphuric acid until dry. Made in this way it contains some tin which at present can not be removed without injuring the stability of the preparation.

It cannot be obtained by means of ferrous sulphate, as is silver, or by formaldehyde, as is gold.

It is described as occurring in various sized grains or powder, of a dark, brownish-black, metallic color, fairly soluble in water (though often not completely so), insoluble in alcohol or ether. The aqueous solution is neutral, dark colored, transparent to transmitted light, strongly fluorescent by reflected light, non-caustic. The metal is precipitated from its solution by acids, bases, salts of the heavy metals and alkaline earths. Albumen is not precipitated and tends to prevent the precipitations noted above. Reducible metallic chlorides, as mercuric chloride, are reduced when added to solutions of colloidal mer-

cury. Calomel thus produced remains in solution, the solutions used were dilute.

Some samples have been found to contain as low as 76 per cent of mercury and as high as 7 per cent. of tin besides small quantities of nitrates and citrates.

In making an ointment colloidal mercury should be dissolved in a little water, as too vigorous trituration transforms it into the insoluble form.

COLLOIDAL GOLD.

Colloidal gold may be made by taking 25 Cc. of a solution of 0.6 Gm. of auric chloride per liter and diluting with 100 Cc. of water; to this is added 0.2 Cc. of a normal solution of potassium carbonate and the mixture boiled. While boiling it is removed from the flame and there are added to it 4 Cc. of a solution of one part of freshly distilled formaldehyde with 100 parts of water. The solution changes from a bright red to a deep reddish color. By varying these directions a purple, violet or blue black color may be produced. The solution can be concentrated by dialysis and in making it success largely depends on the purity of the distilled water. Ordinary gold is soluble to the extent of about 1 1,000,000 of water, but its colloidal form requires about 1250 parts of water. On addition of neutral salts, acids or fixed alkalies the beautiful red changes to blue, excess of alcohol changes the red color to blue.

Colloidal gold may also be made by means of an electric discharge between gold poles immersed in water. A reddish purple or dark blue solution is thus obtained which will keep for months. The gold may be separated by freezing.

COLLOIDAL BISMUTH.

Colloidal bismuth may be obtained as follows: If 2 parts of bismuth tartrate be dissolved in 600 parts of water with the aid of potassium hydrate and a little tartaric acid, and to this

solution $1\frac{1}{2}$ parts of stannous chloride in potassium hydroxide solution, a clear, brown liquid is obtained. The metal can be salted out but only partially dissolves in water, which seems to indicate that the metal soon changes back to the ordinary form.

COLLOIDAL CADMIUM.

Colloidal cadmium may be obtained by passing an electric arc of 5 to 10 amperes and 30 to 40 volts between two rods of cadmium immersed in air-free water. The solution thus obtained is deep brown and oxides in a few hours on contact with air but if kept from air it may be preserved for a long time. The addition of a little gelatin is said to preserve it.

Colloidal platinum may also be obtained by the electric discharge.

As stated before only two colloidal metals are used in medicine, silver and mercury. Great claims are made for these as antiseptics but whether they will hold a place in regular medicine remains to be seen.



In Memoriam.

1902=03.

—
J. F. VICKERS.

J. W. A. SOMMERS.

Constitution.

ARTICLE I.

This Association shall be called "The Tennessee State Druggists' Association.

ARTICLE II.

The object of this Association shall be to promote the interests of the druggists of the State, and to encourage the enactment of such laws as shall be for their advantage and protection.

ARTICLE III.

SECTION 1. The Association shall consist of active and honorary members.

SEC. 2. Any druggist or pharmacist residing in this State, of good moral character and professional standing, may become an active member of the Association.

SEC. 3. Chemists pharmaceutical journalists, and scientific men may be elected honorary members, who shall not be required to contribute to the funds of the Association, or be entitled to vote or hold office.

ARTICLE IV.

SECTION 1. The officers of the Association shall be a President, three Vice-Presidents, one to be selected from each division of the State, a Secretary, and a Treasurer, who shall constitute the Executive Committee.

SEC. 2. All the officers shall be elected annually by ballot, and hold office for one year, or until their successors are elected and installed.

SEC. 3. Their duties shall be such as usually pertain to the offices which they severally hold.

SEC. 4. The Treasurer shall disburse no moneys except by order of the President, attested by the Secretary.

By-Laws.

ARTICLE I.

SECTION 1. The meetings of the Association shall be held annually, on the third Wednesday in July.

SEC. 2. The place of the next meeting shall be determined by the Association when in session, otherwise by the Executive Committee.

SEC. 3. Special meetings may be called at the request, in writing, of ten members of the Association, if the objects of the call be approved by a majority of the Executive Committee.

ARTICLE II.

Fifteen (15) members of the Association shall constitute a quorum for the transaction of business.

ARTICLE III.

SECTION 1. The name of any one entitled to membership under the Constitution shall be enrolled by the Secretary when the application for membership is approved by at least one member of the Association and is accompanied by the annual dues, and not objected to by any member of the Executive Committee.

SEC. 2. Any one who may be deemed worthy of honorary membership may be elected by a majority vote of the Association in annual session.

ARTICLE IV.

Every member shall pay into the hands of the Secretary the sum of two dollars, in advance, as annual dues of the Association. All members in arrears of dues for three years shall be dropped from the roll.

ARTICLE V.

SECTION 1. The President shall, before the close of each annual meeting, appoint the following committees, each consisting of three members, viz., Committee on Trade Interests, Committee on Membership, and a Committee on Entertainment. Also a Committee on Legislation, which shall be of five members.

SEC. 2. The Committee on Trade Interests shall report at each annual meeting their observations and information upon all subjects that may seem to them of interest to the Association.

The Committee on Legislation shall keep a record of the enactments of the Legislature affecting the practice of pharmacy and the sale of medicines. They shall report at each annual meeting of the Association what legislation has occurred during the year on such subjects, and recommend such further legislation as may be needed. This committee shall consist of two members of the Board and three members of the Association.

ARTICLE VI.

The order of business shall be:

1. Call of the roll of officers.
2. Reading minutes of previous meeting.
3. Enrollment of new members.
4. Election of honorary members.
5. President's address.
6. Election of officers.
7. Report of officers and committees.
8. Unfinished business.
9. New business.
10. Installation of officers and appointment of standing committees.
11. Good and welfare of the Association.
12. Adjournment.

ARTICLE VIII.

The Constitution and By-Laws may be altered or amended at any regular meeting of the Association by a two-thirds vote of the members present.

LIST OF MEMBERS.

A llen, C. P	Sharon	Champion, J. D.....	Stevenson, Ala
Allen, C. A.....	Sharon	Chase, O. L.....	Harriman
Ammons, J. C.....	Gleason	Cheek, E. W.....	Tracy City
Appleton, T. H.....	Nashville	Clark, Ira B.....	Nashville
Arkew, J. A.....	Martin	Coffee, J. W.....	Culleoka
B allard, Tom.....	Memphis	Coldwell, M. M....	Cumberland City
Barlow, J. K.....	Savannah	Cole, J. E.....	Rutherford
Bass, G. C.....	Decherd	Cole, O. C.....	Memphis
Bass, F. M.....	Chattanooga	Coley, R. L.....	Milan
Berkshire, E. P.....	Nashville	Collier, H. H.....	Memphis
Berry, Demoville & Co....	Nashville	Collins, Edward.....	Memphis
Beathoff, S. J.....	Memphis	Conger, Iliff.....	Sewanee
Elack, T. C.....	Lewisburg	Cook, M. L.....	Nashville
Bloomstein, Max.....	Nashville	Cook, M.....	Nashville
Bobbitt, W. R.....	Dresden	Cooper, H. H.....	Jackson
Bond, R. N.....	Brownsville	Cooper, H. W.....	Nashville
Booker, C. W.....	St. Louis, Mo.	Cox, W. J.....	Bolivar
Booth, S. G.....	Maury City	Crane, B. F.....	Tullahoma
Bonden, T. J.....	Tracy City	Cranfield, J. T.....	Dayton
Bradford, H. C.....	Ripley	Crego, C. H.....	Memphis
Brantley, S. K.....	Shelbyville	Curtis, J. D.....	Brownsville
Brasfield, L. C.....	Greenfield	Cushman, W. H.....	Nashville
Bunting, Lindsay.....	Bristol	D emoville, J. L.....	Nashville
Butler, U. G.....	Hollow Rock	Derryberry, T. J.....	Centreville
Buchanan, M. H.....	Nashville	Dermeyer, W. C.....	Memphis
C arney, A. K.....	Nashville	Dickson, W. C.....	Pulaski
Caruthers, Abe.....	Nashville	Dorris, S. F.....	Tracy City
		Doty, M. A	Wartrace

Evans, Geo. P.....	Shelbyville	Kelton, Alva Lee.....	Nashville
Eves, R. L.....	Nashville	Kemper, J. J.....	Goodlettsville
Fields, T. H.....	Wheaton, Ill.	Kerr, B. B.....	Murfreesboro
Fortune, B. L.....	Memphis	Knott, S. F.....	Tullahoma
Francis, H. F.....	Memphis	Knox, M. H.....	Memphis
Freeman, Roy.....	Bell Buckle	Kuhn, David J.....	Nashville
Gates, W. I.....	Whitesville	Lane Bros.....	Trenton
Gieselmann, Paul E.....	Memphis	Lane, D. T.....	Whitwell
Gillespie, A. Q.....	Memphis	Lanehan, Dan.....	Decherd
Gilbert, E. P.....	Nashville	Lanehan, Mrs. A. E.....	Decherd
Goldbaum, J.....	Memphis	Lauranson, L.....	Memphis
Gooding, C. J.....	Knoxville	Lehman, Edward.....	Memphis
Gray, Harry B.....	Nashville	Leiper, J. A.....	Sewanee
Greve, C. M.....	Chattanooga	Lockert, C. L.....	Clarksville
Grounds, Thomas.....	Friendship	Lovell, T. J.....	Obion
Gurney, C. H.....	Highland Park	Loyd, J. A.....	Pulaski
Hamner, R. M.....	Memphis	Markham, A. E.....	Tiptonville
Handiwerker, J. V.....	Memphis	Martin, Chas. S.....	Nashville
Harris, C. N.....	Jackson	Martin, Andrew J.....	Nashville
Hawkins, Ernest.....	Huntingdon	Martin, L. M.....	Martin
Haynie, H. M.....	Nashville	Mayo, F. W.....	Memphis
Hilfer, W. C.....	Knoxville	Matthews, J. H.....	Waverly
Hendrix, W. J.....	Greenville	Meadows, A. J.....	Ripley
Hillsman, B. H.....	Trezevant	McArthur, C. A.....	Trenton
Hines, L. M.....	Tracy City	McBath, W. A.....	Knoxville
Holcomb, E. W.....	Monteagle	McBroom, G. H.....	Woodbury
Hudson, C. A.....	Kenton	McClure, N. F.....	Nashville
Hudson, B. V.....	Bolivar	McCracken, W. T.....	Waverly
Hutton, M. E.....	Nashville	McDaniel, J. R.....	Nashville
Ice, John S.....	Knoxville	McDonald, H. W.....	Lebanon
Ingle, John J.....	South Pittsburg	McGinnis, J. P.....	Nashville
Ivy, G. N.....	Knoxville	McGredy, F. G	Nashville
James, E. L.....	Jackson	McNeely, J. L.....	Covington
Jarrell, A. J.....	Shelbyville	McWilliams, A. B.....	Fayetteville
Jennings, C. W.....	Nashville	Mincey, D. M.....	Nashville
Jenkins, A. W.....	Lafayette	Minor, Chas. C.....	Bristol
Jenkins, R. L.....	Ripley	Miller, W. R.....	Ripley
Johnson, Tom.....	Nashville	Miller, S. R.....	Chattanooga
Jones, J. W.....	Memphis	Moore, J. C.....	Knoxville
		Moran, J. T.....	Tracy City

Moss, C. D.	Union City	Sizemore, C. R.	Dickson
Moxley, T. A.	Nashville	Smartt, F. W.	Bell Buckle
Muse, W. D.	Estill Springs	Smith, V. W.	New Providence
Myatt, J. A.	Dickson	Sofge, Frank J.	Nashville
Mailling, W. A.	Union City	Sofge, Rudolph	Nashville
Nance, O. J.	Jackson	Stockton, R. C.	Nashville
Neil, D. H.	Nashville	Sorrell, W. S.	Ellridge
Neinstedt, W. H.	Memphis	Summers, W. F.	Bells
Nelson, J. L.	Jackson	Taliaferro, R. B.	Jackson
Nickle, A.	Nashville	Taylor, C. L.	Mason
Nixon & Davis	Memphis	Thweat, A.	Humbolt
Noble, A. H., Jr.	Nashville	Treherne, J. C.	Memphis
Over, J. B.	Memphis	Trevathan, G. H.	Paris
Owen, B. H.	Clarksville	Thompson, S. M.	Huntsville, Ala.
Osburn, R. I.	Nashville	Thompson, A. P.	Lebanon
Page, D. S.	Nashville	Trolinger, E. F.	Bell Buckle
Page, R. E.	Nashville	Turner, Miss Mab	Monteagle
Page, W. W.	Nashville	Turner, J. F.	Pulaski
Presson, J. G.	Camden	Uffelman, T. N.	Dickson
Prince, T. C.	Knoxville	Van Vleet & Co.	Memphis
Pryor, W. C.	Memphis	Van Valkenburg G. H.	Nashville
Pullen, R. L.	St. Louis	Vickers, R. W.	Murfreesboro
Rains, A. B.	Columbia	Vincent, Phil D.	Knoxville
Randle, Richmond.	Memphis	Voigt, J. F.	Chattanooga
Renkert, C. M.	Memphis	Walker, T. D.	Soddy
Rascoe, A. H.	Nashville	Washburn, E. R.	Memphis
Rascoe, Roy	Nashville	Ward, W. E.	Jackson
Robinson, J. S.	Memphis	Watkins, J. P.	Nashville
Rose, J. R.	Nashville	Weise, Frank	Nashville
Rosenthal, D. A.	Knoxville	Westbrook Co., J. R.	Newbern
Ruddiman, E. A.	Nashville	Wharton, S. S.	Nashville
Rushing, H.	Waverly	White, W. R.	Nashville
Reser, W. C.	Bristol	Whiteside, T. C.	Shelbyville
Sand, J. B.	Nashville	Whitfield, J. D.	Nashville
Schardt, A.	Nashville	Wilhoite, W. W.	Nashville
Sewell, W. H.	Nashville	Williams, N. B.	Tullahoma
Scrape, W. H.	Memphis	Williams, R. R.	Mount Pleasant
Shannon, T. J.	Sharon	Wilson, J. H.	Martin
Sims, J. H.	Nashville	Wilson, T. B.	Jackson
		Wilson, R. P.	Centreville
		Wilson, J. M.	Centreville
		Winston, C. S.	Memphis
		Yeager, Al. A.	Knoxville
		Zehring, Jno. C.	Memphis

**AMENDMENT TO PHARMACY ACT, PASSED
FEBRUARY 3, 1903.**

CHAPTER 38.—SENATE BILL NO. 23.

SECTION 1. Be it enacted by the General Assembly of the State of Tennessee, That Section 4005 of the Code of Tennessee, being Section 5816 of R. T. Shannon's Code of Tennessee, be, and the same is hereby amended so as to include all pharmacists registered under and in accordance with the laws of the State of Tennessee.

SECTION 2. Be it further enacted, That all laws and parts of laws in conflict with this Act be, and the same are hereby repealed. And that this Act take effect from and after its passage, the public welfare requiring it.

Passed February 3, 1903.

ED. T. SEAY,

Speaker of the Senate.

L. D. TYSON,

Speaker of the House of Representatives.

Approved February 6, 1903.

JAMES B. FRAZIER,

Governor.

REPORT
OF
THE TENNESSEE BOARD OF PHARMACY.

Members of Board.

C. M. GREVE,.....	Chattanooga.
B. H. OWEN,.....	Clarksville.
A. B. RAINS,.....	Columbia.
W. A. McBATH,.....	Knoxville.
J. S. ROBINSON,.....	Memphis.

Officers.

B. H. OWEN, President.	A. B. RAINS, Vice-President.
ROBT. L. EVES, Secretary and Treasurer.	
E. A. RUDDIMAN, Chemist.	LEE BROCK, Attorney.

REPORT OF THE TENNESSEE BOARD OF PHARMACY.

To THE HON. JAMES B. FRAZIER, GOVERNOR STATE OF TENNESSEE, AND THE TENNESSEE BOARD OF PHARMACY:

GENTLEMEN:--The Tennessee Board of Pharmacy has held four regular quarterly meetings.

The first meeting was held at Nashville, April 15, 16 and 17, all members of the Board present. The Board was re-organized, the same officers being elected to serve as for the preceding year.

Twenty six candidates were examined, one of whom obtained certificate as Registered Pharmacist. Eight obtained certificates as Assistant Pharmacists. Six of them obtained grade by examination, entitling them to registration but not having had the required experience for such, were given certificates as Assistant Pharmacists. Five obtained grade entitling them to certificates as Registered Pharmacists, but having had no experience could not be given certificates as Registered or Asssistant.

The second meeting was held at Bon Aqua Springs, July 15, 16 and 17. All members of the Board present except J. L. Robinson, Memphis. There were fourteen candidates for Registration. Certificates as Registered Pharmacists were granted to four. Assistant Pharmacists, seven, four of whom obtained grade entitling them to Registration, when they shall have had the required experience.

The third meeting was held at Nashville October 21, 22 and 23. Eight candidates were examined, three of whom obtained certificates as Registered Pharmacists. One, Assistant Pharmacist.

The fourth meeting was held at Nashville January 21, 22 and 23. Two candidates obtained Certificates as Registered Pharmacists. Three as Assistant Pharmacists.

During the past year there has been perfected a satisfactory exchange of Certificates with Florida and Georgia State Boards.

Special work has been done toward the enforcement of the Adulteration Section. In fact the most complete investigation on this line is just now being completed. Samples have been collected from the three grand divisions of the State, and have been analyzed by Chemists residing in each respective section. The result of this examination has been on a whole gratifying. Seventy per cent. of the analysis came to the requirements, while thirty per cent. fell below.



THE RECEIPTS OF THE BOARD FOR THE YEAR HAVE BEEN
AS FOLLOWS:

Received from Renewal Fees....1167 Registered Pharmacists	\$1,177 00
Received from Registration Fees....14 Registered Pharmacists @ \$2.00.....	28 00
Received from Renewals... 57 Assistant Pharmacists @ 50c	28 50
Received from Examination Fees....34 Registered Pharmacists @ \$5.00.....	170 00
Received from Registration.. 17 Registered Pharmacists Examined @ \$2.00.....	34 00
Received from Examinations.. 20 Assistant Pharmacists @ \$3.00.....	60 00
Received from Registration.. .17 Assistant Pharmacists	17 00
Received from Renewals....85 Permits.....	85 00
Received from Permits....48 Granted	48 00
Received from Registration..By Exchange—Florida..	7 00
Received from Registration..By Exchange—Georgia.	7 00
	\$1,661 50
Balance Brought Forward April 16, 1902.....	548 02
	\$2,209 52
Expenditures	1,548 74
Balance on hand.....	\$ 650 78

The books and accounts have been audited by J. L. Thompson, expert accountant, and certified as correct.

Respectfully submitted.
ROBT. L. EVES, Treasurer.

SPECIAL NOTICE TO PHARMACISTS.

In order that every one may become familiar with the requirements of the Pharmacy law, the following rulings and interpretations of the law by the Board of Pharmacy, have been printed, to which the special attention of every druggist in the State is called, and your assistance and co-operation in maintaining and enforcing the same is respectfully solicited by the Board.

WHO HAS CHARGE OF YOUR STORE?

The very first requirement of the law is, that every pharmacy or retail drug or chemical store shall be under the direct supervision of a REGISTERED PHARMACIST, who shall take charge of and manage the same.

THE ASSISTANT PHARMACIST.

A Registered Assistant Pharmacist can attend to all the duties of a Registered Pharmacist, except take charge of the

store. He can only work in a store in charge of a Registered Pharmacist, but may, during the "temporary absence" of the Registered Pharmacist, take charge of the store.

TEMPORARY ABSENCE.

The Board of Pharmacy construes the words, "temporary absence" to mean that a Registered Pharmacist can only leave his store in charge of an Assistant Pharmacist when it is necessary for him to be absent on duties connected with the conduct of that business, not to exceed two or three days at a time; that he can go out to meals, be out for an afternoon or evening, but that he can not go out on a vacation of two weeks, nor can he engage in any other business and put in an hour or two a day at his store unless he has in his employ a Registered Pharmacist who is in charge of the store. The expressed intention of the Pharmacy law is to keep every drug store or pharmacy under the immediate charge and supervision of a Registered Pharmacist during all the time the drug store or pharmacy is open for business.

APPRENTICES.

Apprentices may only sell medicines, poisons, etc., or put up prescriptions when working directly under the supervision of a Registered Pharmacist or Registered Assistant Pharmacist.

DISPLAY OF CERTIFICATES.

Every certificate must be kept conspicuously displayed in the store in which the holder of the same is engaged. There is a fine of not more than \$50 imposed by the law on all those who fail to comply.

RENEWALS.

Certificates must be renewed on or before the 30th day of June of each year. Do not wait for a notice from the Secretary; he is not required to send them before that date. The renewals for each year are about ready May 1. The fee is \$1 for a Regis-

tered Pharmacist, 50 cents for an assistant and \$1 for a permit. Send in the fee with the NUMBER OF YOUR CERTIFICATE.

The form of renewal has been changed, being now much larger than formerly, with the year printed in large figures on the face of it. Instead, therefore, of putting in the corner of the frame it should be pasted in front of the old certificate or put in a separate frame and displayed as required.

TEMPORARY CERTIFICATES.

To meet special emergency cases, the Board will grant a temporary license, good only until the next meeting. This temporary license is only granted to those who are qualified to take the Registered Pharmacist's certificate, and who furnish satisfactory evidence that they have had the required experience and are competent to take charge of a store.

Temporary certificates will only be issued when the party applying furnishes above required evidence and makes application for examination at the next meeting of the Board.

REQUIREMENTS FOR EXAMINATION AND REGISTRATION.

The blanks should be carefully filled in, sworn to before an officer qualified to administer oaths and having an official seal, which must be attached, then returned with the examination fee to the Secretary.

The form of application sent is to be used by all applicants, whether Registered or Assistant Pharmacists.

CONDITIONS OF REGISTRATION.

The Board of Pharmacy requires that all persons who receive the degree of Registered Pharmacist must be twenty-one years of age, and must have had at least four years' experience in a retail drug store, and answer correctly 75 per cent. of the questions asked.

Assistant Pharmacists must be eighteen years of age and have had two years' experience in a retail drug store, and answer correctly 60 per cent. of the questions asked.

Credit will be allowed on the experience requirement for the actual time spent at a school of pharmacy.

Certificates from other States and diplomas from colleges of pharmacy are not recognized.

All applicants must pass a satisfactory examination as prescribed by the Board.

FEES.

For examination as a Registered Pharmacist.....	\$5 00
For examination as an Assistant Pharmacist.....	3 00
For registration as a Registered Pharmacist.....	2 00
For registration as an Assistant Pharmacist.....	1 00
For permit to sell drugs under Sec. 11.....	1 00

CAUTION AGAINST SELLING ADULTERATED DRUGS.

The selling, or offering for sale, of adulterated or inferior drugs and medicines subjects the one so offending to a fine of not less than \$20, nor more than \$100. The latest edition of the U. S. Pharmacopoeia is the standard for strength, quality and purity, and all the drugs, medicines and preparations laid down therein must conform to its requirements when sold.

SALE OF POISONS.

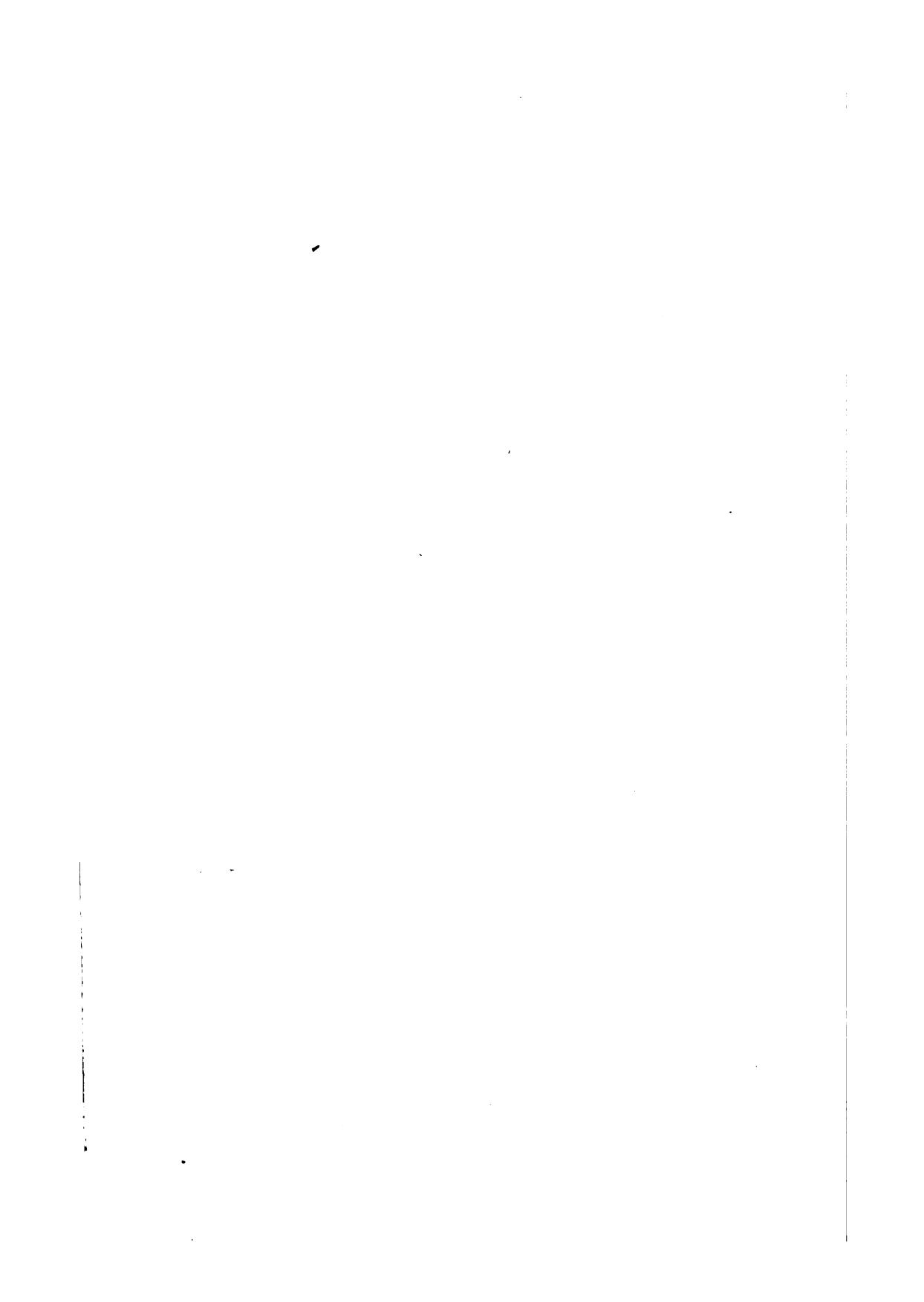
Persons holding "permits" cannot sell any drugs or medicines classed under the head of "Poisons" except upon the written prescription of a registered physician.

It is unlawful to sell any "Poisons" to any person under 16 years of age except on the written order of a responsible adult person. All "Poisons" sold, mentioned in schedule A, must be recorded in a book kept for that special purpose, in which shall be entered the date of sale, name and address of purchaser, name and amount of poison sold, and name of dispenser. Every box, bottle or package containing poison, mentioned in schedule B, must be labeled with the common name of the article, the word "Poison" and the name and place of the seller.

PERMITS TO SELL DRUGS.

Section 11 of the Pharmacy law gives the Board the right, in their discretion, to issue a permit to persons or firms in small towns or places to sell drugs, compound prescriptions, etc., if there should be no registered pharmacist established in the locality. The Board has adopted the following rulings in this section: The object of this permit being to provide for and govern the sale of drugs, medicines, etc., in places where there are no Registered Pharmacists, that the community may not be put to inconvenience in procuring medicines; therefore, permits are not to be issued in places where there is a Registered Pharmacist. A regular form of application will be furnished, which must be signed by a reputable physician in the immediate neighborhood, stating that they believe such person or firm applying to be proper parties to sell and dispense drugs and medicines under the restrictions of the Board of Pharmacy. These permits allow the parties to sell without restriction all medicines required by physicians, provided such medicines and remedies are up to the standard of strength and purity required by the Pharmacy law, provided they cannot sell any of the articles enumerated in schedules A and B of the Pharmacy law except it be on the written prescription of a reputable physician.





LIST OF REGISTERED PHARMACIST.

FOR YEAR ENDING JUNE 30, 1903.

Adams, H. B	Columbia	Arnold, R. B.....	Willow Grove
Atkins,		Askew, L. B.....	Clarksville
Albright, A. D.....	Saltville, Va	Atkins, H. W	Memphis
Allen, A. B. H	Santa Fe	Atkins, E. G.....	Selmer
Alston, Sam.....	Henning	Ault, S. W.....	Hill City
Alston, Geo	Henning	Austin, O. E.....	Elkton
Alexander, T. R	Pulaski	Austin, W. B.....	Knoxvllie
Allen, D. O.....	Paris	Battier, Geo. H.....	Memphis
Allen, C. A	Sharon	Barr, S. M.....	Nashville
Allen, C. P.....	Sharon	Bandy, H. W.....	Puryear
Algood, H.....	Cookeville	Barnes, A. P.....	Jeremiah
Albers, G. W	Evansville, Ind	Bayless, W. S.....	Western City, Ia
Allen, G. W.....	Dixon Springs	Batts, W. C.....	Springfield
Allen, J. D.....	Dixon Springs	Bass, F. M.....	Chattanooga
Allen, R. W.....	Chattanooga	Badger, F. H.....	Smithville
Alcorn, G. S.....	Columbia	Barlow, J K.....	Savannah
Alexander, J. W.....	Lynnville	Bartlett, J R.....	Detroit
Ammons, J. C	Gleason	Baird, J. W.....	Henderson
Anderson, Jo.....	Chattanooga	Bass, G. C.....	Decherd
Anderson, C	Chattanooga	Ballard, T. D.....	Memphis
Andrews, D. T.....	Medina	Baxter, G. J.....	Dresden
Anderson, W. P.....	Nashville	Baird, E. R.....	Murfreesboro
Anderson, L. B.....	Gainsboro	Bader, Harry.....	Nashville
Anderson, S. M	Lebanon	Bader, C H	Nashville
Anderson, J. E.....	Mt. Pleasant	Bailey, W E.....	Saulsbury
Anderson, W. E.....	Chattanooga	Baird, J W.....	Somerville
Anderson, W. H.....	Pulaski	Baird, C B.....	Henderson
Appleton, T. H.....	Nashville	Balch, J P.....	Jackson
Armistead, E. D	Knoxville	Bass, R A.....	Grant
Armstrong, R. E.....	Rutherford	Bandy, Max R.....	Columbia
Arnold, Miss E.....	Newbern	Luker, R C.....	
Archibald, J. S.....	Mobile, Ala		

REGISTERED PHARMACISTS—CONTINUED.

Beadle, M. B.	Henderson X Roads	Bunce, R. W.	Brownsville
Beasley, W. J.	Hohenwald	Bondurant,	Hickman, Ky
Beaumont, R.	Franklin	Box, J. A.	Waverly
Bell, L.	Nashville	Booth, S. G.	Maury City
Besthoff, S. J.	Memphis	Bowman, C. A.	Nashville
Bejach, S.	Moscow	Booker, C. W.	St. Louis, Mo
Belew, C. G.	Waynesboro	Bone, J. P.	Hickman, Ky
Berkshire, E. P.	Nashville	Bone, G. A.	Whitewright, Tex
Beerman, C. C.	Nashville	Boyd, Jno. M.	Whitewright, Tex
Bennett, J. W.	Troy	Broach, Jas. H.	Henry
Bettis, P. C.	Talbott	Browder, H. L.	Sweetwater
Beavis, Chas.	Spring City	Bradford, H. C.	
Berry, W. P.		Brown, W. L.	Celina
Bettis, L. J.		Bradford, H. C.	Martin
Bingham, A. M.	Milan	Bryson, L. C.	Woodbury
Binkley, G. W.	South Tunnell	Braley, G. F.	Lewisburg
Binns, W. A.	Nashville	Brewer, W. M.	Woodbury
Biles, W. T.	Whitleyville	Brumage, J. E.	Paris
Biles, P. C.	Spivey	Brock, B. B.	Blanche
Bigham, S. M.	McLemoresville	Braden, W. B.	Henderson
Binkley, D. C. K.	Hustburg	Brooks, J. H.	Chestnut Bluff
Bigger, T. A.	Allisonia	Bradley, C. L.	Clarksville
Bloomstein, Max.	Nashville	Brandon, Jas.	Calhoun
Bloomstein, Jacob W.	Nashville	Browder, B. L.	Selmer
Bloomstein, Dr J.	Nashville	Browder, F. P.	Selmer
Blodau, G. A.	Nashville	Browder, R. C.	Falcon
Blythe, R. C.	Waverly	Browder, C. O.	Sweetwater
Blackman, W. M.	Nashville	Britton, F. E.	Jonesboro
Block, L. P.	Chattanooga	Britton, C. E.	Jonesboro
Block, M.	Chattanooga	Bruton, W. P.	Dover
Blackman, S. S.	Tullahoma	Bruton, Chas.	Dover
Blalock, D. E.	Chattanooga	Bramley, J. H.	McLemoresville
Black, T. C.	Lewisburg	Brumager, W. H.	Springville
Bobbitt, W. R.	Dresden	Brasfield, L. C.	Greenfield
Booton, J. O.	Atlanta	Brashear, O. L.	Selma, Ala
Boyd, W. N.	Harriman	Brandon, E. R.	Normandy
Bonner, T. T.	Rives	Brown, F. S.	Bristol
Boyd, B.	Clarksville	Bryant, J. H.	Dycus
Bostick, J. P.	McMinnville	Bright, C. L.	Liberty
Bostick, T. R.	McMinnville	Bridges, H. C.	New Middleton

REGISTERED PHARMACISTS—CONTINUED.

Bradford, G. W.	Memphis	Carter, T. M.	Knoxville
Bracken, G. B.	Brackentown	Cantrell, E. T.	Selmer
Brown, W. T.	Rome, Ga	Carney, A. K.	Nashville
Brantley, S. K.	Shelbyville	Campbell, Whit	Tiptonville
Butler, J. H.	Mountain City	Childress, G. C.	Knoxville
Burgie, Harry	Elizabethhton	Chambers, G. P.	Nixon
Buford, John	Nashville	Chamberliss, D. M.	Knoxville
Busby, E. B.	Memphis	Chase, C. L.	Harriman
Burton, J. M.	Nashville	Chenault, D. B.	Castalian Spg's
Burks, R. L.	Livingston	Choate, S. F.	Byrdstown
Burge, J. O.	Nashville	Chase, Carrie	Harriman
Burrow, M.	Memphis	Christopher, B.	Texarkana, Ark
Burt, H. T.	Cornersville	Choate, D. R.	Paris
Burgand, M. C.	Nashville	Cark, I. B.	Nashville
Butler, S. G.	Shelbyville	Cleveland, R. H.	Pleasant Shade
Burrus, P. R.	Nashville	Clemmons, S. C.	Chattanooga
Burrus, J. D.	Nashville	Coley, Robt.	Milan
Butler, U. G.	Hollow Rock	Coley, W. H.	Milan
Bunting, L.	Bristol	Cole, O. C.	Memphis
Byrn, J. A. J.	Ripley	Cothron, J. F.	Hillsdale
Byler, S. E.	Iron City	Cole, J. W.	Hustburg
Cash, Jeffery	Spring City	Cox, S. E.	Nashville
Carney, A. K.	Shelbyville	Converse, E. H.	Brinkley, Ark
Carlton, C. G.	Inman	Cochran, B. C.	Bristol
Campbell, E. G.	Holly Spr'gs, Miss	Couiter, C. W.	Clarksville
Caldwell, M. M.	Cumberland City	Cohen, Mendel	Nashville
Carter, G. F.	Fayetteville	Cooper, H. W.	Nashville
Carroll, Shields	Morristown	Cowles, L. S.	Memphis
Callis, C. M.	Germantown	Cornwell, S. F.	Haysville
Cannon, R. T.	Atwood	Cook, C. C.	Knoxville
Caton, F. S.	Sevierville	Conger, R. A.	Tullahoma
Cantrell, T. B.	Big Sandy	Cox, J. H.	Blountville
Carlton, C. D.	Nashville	Cole, C. A.	Perryville
Caldwell, S. S.	Brownsville	Coleman, L. B.	Chattanooga
Caruthers, Abe	Nashville	Collier, H. H.	Memphis
Carmack, J. C.	Winchester	Cornatzter, G. M.	Gadsden
Cage, M. L.	Middleton	Cowan, J. W.	Lebanon
Cannon, Loyd	McKenzie	Cooper, H. H.	Jackson
Cannon, J. P.	McKcnzie	Cook, K. L.	Clifton
		Cook, C. S.	Bolivar

REGISTERFD PHARMACISTS—CONTINUED.

Coussens, T. H.	Nashville	Davis, W. M.	Brownsville
Cox, Miss E.	Louisville	Damon, B. W.	Chattanooga
Coble, J. W.	Sugar Tree	Dayton, G. M.	Chattanooga
Coble, W. H.	Sugar Tree	Dayton, W. E.	Chattanooga
Conger, Iliff	Sewanee	Davis, F. R.	Morristown
Cowen, E.	McEwen	Dance, W. H.	Fayetteville
Collins, E.	Nashville	Dance, Harry	Lynchburg
Coles, A. E.	Nashville	Davis, W. B.	Nashville
Colbert, A. M.	Bristol	Davis, E. B.	Nashville
Cook, M. L.	Nashville	Davis, S. C.	Nashville
Cooke, E. A.	Clarksville	Davis, J. W.	Fayetteville
Cohen, L. W.	Memphis	Davis, R. A.	Springfield
Cooper, L. R.	Waco, Texas	Davis, H. P.	
Cox, W. J.	Bolivar	Davis, F. E.	Memphis
Cox, W. W.	Bolivar	Dachsel, C. A.	Portland, Ore
Coile, J. J.	Mt. Horeb	Dachsel, Lilly	Portland, Ore
Cole, J. E.	Rutherford	Dancy, L. H.	Clarendon, Ark
Connell, J. R.		Davis, W. T.	Nashville
Crosthwait, M. B.	Columbia	Dallton, W. A.	
Crane, B. F.	Tullahoma	Daniel, Ray H.	Clarksville
Crutchfield, C.	Watertown	D'Ary, Mrs. G. L.	Wartburg
Grockell, F. S.	Johnsonville	D'Ary, Ralph	Wartburg
Crider, J. W.	Bradford	Derryberry, T. J.	Centerville
Craig, J. R.	Trimble	DeMoville, J. L.	Nashville
Crockett, F. S.	Johnsonville	Dement, J. H.	Nashville
Crump, J. O.	Shelbyville	Dement, R. L.	Nashville
Crowe, A. J.	Chattanooga	DeGolia, W. S.	Crossville
Crow, S. E.	Chattanooga	Dixon, C. E.	Mt. Pleasant
Crow, J. T.	Memphis	Dickey, E. C.	Laurens, N. C
Crego, C. H.	Memphis	Diemer, J. C.	Fayetteville
Craig, M. J.	Summertown	Differ, J. T.	White Fern
Cutter, J. P.	Pillowville	Dillon, W. C.	Pulaski
Curtis, J. W.	McKenzie	Dermeyer, W. C.	Memphis
Cunningham, W. W.	Dayton	Diamond, W. M.	Van Leer
Cunningham, J. R.	Dayton	Dobson, G. P.	Cowan
Curtis, J. D.	Brownsville	Donahoe, Jas.	Russellville
Cushman, W. H.	Nashville	Donaldson, G. H.	Nashville
Cummins, Vand.	Gallatin	Dorris, S. F.	Tracy City
Cummins, D. B.	Covington	Dobson, G. P.	White Bluff
Cullis, J. M.		Dowdy, J. F.	Big Sandy

REGISTERED PHARMACISTS—CONTINUED.

Draper, R. L.	Whitleyville	Ferrell, R. R.	Memphis
Dryden, R. D.	Fayetteville	Felton, N. C.	Ethridge
Drake, W. E.	Chattanooga	Ferrell, D. F.	
Dunavant, A.	Curve	Finch, E.	Nashville
Dunn, A. M. P.	Huntsville, Ala	Fields, G. W.	New Hope
Dunbar, J. F.	Grand Junction	Fite, A. N.	Nashville
Dunbar, T. B.	Grand Junction	Fite, J. N.	Jackson
Durr, L. G.	Nashville	Fite, H. C.	Hendersonville
Earley, E. Bert	Knoxville	Flippin, J. T.	Somerville
Eager, C. F.	Cumberland Gap	Fletcher, J. T.	Clarksville
Eaton, A. B.	Lenoir City	Flowers, R. A.	Rutherford
Earley, E. E.	Knoxville	Fonda, Mrs. E. M.	Nashville
Eanson, F. W.	Savannah, Ga.	Ford, J. M.	Cross Plains
Easterly, T. L.	Warrensburg	Fowler, M. L.	Bristol
Eberhart, W. P.	Nashville	Force, J. O.	Calhoun
Eberhardt, Chas.	Nashville	Fortune, B. L.	Memphis
Edwards, W. B.	Adams, Tenn	Fortune, T. B.	Memphis
Edmonson, R. G.	Memphis	Foust, W. W.	Robbins
Edwards, W. M.	Hollow Rock	Freeman, W. St. J.	Memphis
Edwards, W. T.	Walter Hill	Fry, W. G.	Sugar Tree
Elmore, Sidney	Chattanooga	Fry, H. J.	Sugar Tree
Elliott, G. A.	Spring City	Frances, H. F.	Memphis
Ellis, R. E.	Sideview	Frick, Jno.	Havana, Cuba
Ellis, A. A.	Pueblo Col.	Fleming, W. H., Sr.	McMinnville
Ellis, R. J.	Clarksville	Fleming, M. W.	McMinnville
Elkins, J. D.	Halls	Ferrell, D. F.	Ore Springs, Tenn.
Elsey, E. P.	Chattanooga	Friberg, C. D.	Johnson City
Eulank, L. L.	Nashville	Freeze, A. C.	Waterloo
Evans, R. H.	Cumberland Gap	Fry, M. B.	Camden
Evine, J. M.	Dyer	Fleming, W. H., Jr.	McMinnville
Evans, N. P.	Shelbyville	Freeman, A. C.	Lawrenceburg
Evans, G. P.	Shelbyville	Freeman, F. M.	Adamsville
Eves, R. L.	Nashville	Freeman, L. N.	Adamsville
Ewing, A. H.	Franklin	Freas, R. F.	Handleyton
Feltz, J. R.	So. Side Montgomery	Franklin, J. C.	Nashville
Fenner, Robt.	Madison, Wis.	Freeman, W. St. J.	Washington, D.C.
Ferguson, J. J.	Chattanooga	Francis, Geo. V.	Memphis
		Ferman, J. H.	Memphis
		Fiston, L. F.	Nashville

REGISTERED PHARMACISTS—CONTINUED.

Gates, W. J.	Whiteville	Gray, J. A.	Ripley
Gates, J. F.	Nashville	Greer, D. A.	Briceville
Gargaro, J. L.	Memphis	Greener, J. G.	Nashville
Gargaro, Paul	Jackson	Greve, C. M.	Chattanooga
Galbreath, E. M.	Springfield	Graham, G. M.	Lawnville
Gaudin, W. J.	Jamestown	Grisham, W. H.	Hornbeak
Gaskill, T. A.	Algood	Grigsby, H. M.	Pulaski
George, J. E.	Rockwood	Greer, J. G.	Midway
George, S. L.	Maryville	Greer, D. J.	Greenback
Gentry, J. C.	Ai	Greenhalge, F. W.	Nashville
Gilmore, B. L.	Watseka, Ill	Greenaway, Harry	Greenlawn
Gillespie, A. Q.	Memphis	Grigg, J. W.	Mt. Juliet
Gilbert, W. S.	Bethel	Green, J. Garnet	Waycross, Ga
Gilliland, E. A.	Nashville	Green, J. G.	Cartersville
Gilbert, L. L.	Prospect	Grafton, E. W.	Chattanooga
Gilliland, J. L.	Lillydale	Gwin, Edwin	
Gill, J. H.	Springfield	Harris, C. N.	Jackson
Gieselman, P. E.	Memphis	Harris, R. J.	Cainsville
Gist, C. M.	Sparta	Harris, S. P.	Newport
Glass, T. E.	Brownsville	Harris, J. C.	Westmoreland
Glass, P. T.	Newbern	Hagy, O. C.	Hamburg
Goodloe, J. W.	Sharon	Haupt, J. F.	Knoxville
Goodwin, T. E.	Kingston	Hambright, J. M.	Charleston
Goodloe, J. K.	Nashville	Hambright, W. L.	Charleston
Goff, T. E.	Monterey	Harris, W. S. S.	Troy
Gourley, Elmo	Brownsville	Harris, L. C.	Troy
Goodwin, J. L.	Mayfield	Hatcher, J. D. H.	Eagle Creek
Gooch, J. W. M.	Cedar Hill	Hatcher, J. H.	Eagle Creek
Golden, H. M.	Union City	Hager, P. W.	Hartserville
Goodwin, W. M.	Lenoir City	Hager, W. V.	Hartserville
Goldbaum, J.	Memphis	Hager, G. F.	Nashville
Gooding, C. J.	Knoxville	Hager, J. F.	Nashville
Goans, M. G.		Hamner, R. M.	Memphis
Gray, H. B.	Soddy	Handiwerker, J. V.	Memphis
Grounds, Thos.	Friendship	Hager, P. F.	Nashville
Gray, W. S.	Nashville	Harrison, W. E.	Nashville
Gray, Lucius	Nashville	Haigler, T. W.	Chattanooga
Griffin, J. P.	John	Haynie, H. M.	Nashville
Grissard, B. A.	Winchester	Hawkins, Robt.	Cowan
Graff, W. V.	Murfreesboro		

REGISTERED PHARMACISTS—CONTINUED.

Harris, T. H.	Nashville	Hill, C. L.	Briceville
Halston, W. A.	Houston, Tex	Hill, J. L.	Ripley
Hanner, L. P.	Gallatin	Hinkle, W. F.	Saltillo
Hahn, E. O.	Nashville	Hinkle, Robt.	Saltillo
Hargrove, Jno. H.	Oakley	Hicks, H. H.	Bells
Hayes, W. R.	Dyersburg	Hinkle, J. T.	Greenbrier
Harwell, W. J.	Philadelphia	Hinkle, Ed.	Greenbrier
Harwell, W. T.	Nashville	Hill, Thos.	Jones' Valley
Hawkins, C. C.	Lebanon	Hill, R. N.	Osceola, Ark
Hart, T. R.	Elizabethton	Hillis, W. G.	Greenfield
Haltom, W. C.	Nashville	Hibbitts, J. B.	Union City
Haile, M. D.	Flynn's Lick	Hill, C. O.	Knoxville
Hassell, T. S.	Clifton	Hill, L. Jr.	Covington
Harrison, L.	Dyersburg	Hill, J. W.	Dandridge
Hankerson, C. E.	Mt. Pleasant	Hillstrom, J. E.	
Hall, W. W.	Union City	Houston, Robt.	Clarksville
Harrison, J. P.	Hull	Horton, J. K.	Athens
Harrell, I. O.	Greenville	Horton, P. S.	Athens
Haigley, T. W.		Holland, Chas. H.	Chattanooga
Hanna, H. L.	Bethpage	Hough, E. S.	Manchester
Hawkins, Ernest	Huntingdon	Hollister, M.	Erin
Hall, W. W.	Knoxville	Hollister, W. M.	Erin
Hendrix, W. J.	Greenville	Holmes, H. A.	Clarksville
Henderson, S. M.	Franklin	Horn, Ed A.	Nashville
Henderson, C. C.	Gadsden	Hobson, A. A.	Knoxville
Henderson, E. W.	Horatio, Ark	Hoff, W. E.	Dallas, Texas
Herbert, E. T.	Fernwood, Miss	Hoffmeister, Joe.	Rutledge
Hessen, Geo.	Memphis	Hoffmeister, J. E.	Memphis
Heck, J. P.	Memphis	Hoodenpyle, M. P.	Lynnville
Helper, W. C.	Knoxville	Holcomb, E. W.	Monteagle
Head, V. E.	Madisonville	Houston, S.	Wartrace
Helton, H. A.	Waynesboro	Hochstetter, E. R.	Ridgedale
Hester, R. M.	Mitchellsille	Houston, M. L.	Parsons
Hesson, H. C.	Difficult	Hooper, A. B.	Como
Hendrex, J. M.	Safford	Howell, M. J.	Dyersburg
Hesson, Clayton	Pleasant Shade	Hunter, E. E.	Elizabethton
Hinton, J. A.	Coal Creek	Hughes, Brown.	Franklin
Hines, L. M.	Tracy City	Hutchins, R. G.	McMinnville
Hinds, Z. T.	Cookeville	Hunt, J. C.	Nashville
Hillsman, B. H.	Trezevant	Hudson, C. A.	Kenton

REGISTERED PHARMACISTS—CONTINUED.

Hudson, B. V.	Bolivar	Jordan, R. L.	Savannah
Hunter, W. D.	McKenzie	Johnson, W. M.	Forbus
Hurley, J. R.	Stantonville	Jones, J. W.	Memphis
Hulton, M. E.	Nashville	Jones, J. J.	Harriman
Hurley, T. J.	Hurley	Jones, Riley	Buffalo Valley
Hurley, W. P.	Tulu	Johnston, J. H.	Cleveland
Hughes, W. A.	Clifton	Jones, H. L.	Glass
Hull, W. W.		Johnson, I. N.	Halls
Irvine, R. G.	Columbia	Jones, W. B.	Carthage
ingle, J. J.	South Pittsburg	Johnson, Allen	Nashville
Irvine, Moran	Dresden	Johnson, J. H.	Nashville
Irby, H.	Collierville	Jordan, W. M.	Winchester
Irby, J. H.	Collierville	Johnson, L.	Willow Grove
Isby, T. H.	Bolivar	Johnston, W. T.	Cleveland
Ice, Z. S.	Columbus, Ga	Jones, W.	Silver Point
Isham, A. J.	Sevierville	Jones, B. L.	Silver Point
James, L. C.	Paris	Johnson, B. B.	Des Arc, Ark
Jackson, A V	Memphis	Judd, J. E.	Miranda
Jacocks, J. T.	Covington	Justice, J. E.	Nashville
Jackson, W. E.	Nashville	Kemper, J. J.	Goodlettsville
Jarnagin, J. S.	Jefferson City	Kerr, H. H.	Murfreesboro
Jackson, Flossie	Memphis	Kennedy, R. C.	Fayetteville
Jackson, G. R.	Memphis	Keeble, H. P., Jr.	Murfreesboro
James, E. L.	Jackson	Kendall, S. L.	Chattanooga
James, O. W.	Chattanooga	Kennedy, J. D.	North Springs
James, W. L.	Dallas, Texas	Keiper, L. E.	Loudon
Jackson, Ed.	Troy	Kelton, J. J.	Appleton
Jelks, L. A.	McCrory, Ark	Kerr, B. B.	Murfreesboro
Jelks, J. E.	Milan	Keyes, W. C.	Crossville
Jenkins, R. D.	Ripley	Kelley, C. A.	Clarksville
Jennings, J. C.	Rockwood	Keats, C. N.	Indian Mound
Jetton, L. M.	Readyville	Kent, S. G.	Knoxville
Jennings, M. W.	Statesville	Kent, R. C.	Knoxville
Jenkins, A. W.	Lafayette	Ketner, W. B.	Whitwell
Jenkins, J. T.	Mt. Pleasant	Kendrick, Geo. N.	Rockwood
Jenkins, A. M.	Knoxville	Kinney, J. V.	Bolivar
Jennings, C. W.	Nashville	King, I. W.	Gallatin
Jelks, W. H.	Bells	Kinney, B. M.	Cullman, Ala
		Kirtland, C. L.	Nashville

REGISTERED PHARMACISTS—CONTINUED.

Killen, T. J.	Nashville	Leslie, F.	Nashville
Kleister, R. J.	Nashville	Lehman, E	
Knox, M. H.	Memphis	Lenehan, A. E.	Decherd
Knox, C. C.	Alexandria	Liles, P. M.	Clinton
Knott, S. F.	Tullahoma	Liles, H. A.	Vale
Kordlander, W. H.	Memphis	Lockert, C. L.	Clarksville
Kunkel, W. G.	Nashville	Logan, T. R.	Farmington
Kuhn, Dave	Nashville	Lotspeich, J. M.	Knoxville
Kuhlman, W. D.	Knoxville	Lovell T. J.	Obion
Kurtz, E. H.	Knoxville	Joyd, J. A.	Pulaski
Kyle, H. M.	Memphis	Long, L. A.	Blountville
Kyzer, J. E.	Rutherford	Lockert, W. S.	Nashville
 		Lotspeich, C. C.	Knoxville
LaHiff, J. B.	Indian Mound	Lowe, J. L.	Knoxville
Lancaster, W. M.	Lancaster	Long, H. H.	Mt. Pleasant
Lavison, Gus A.	Memphis	Lothrop, C. E.	Knoxville
Lauderbach, J. D.	Highland Park	Lockert, W. L.	Lockertsville
Lauderbach, H. T.	Highland Park	Luter, W. M.	Big Sandy
Lawson, G. W.	Sevierville	Luter, J. W.	Big Sandy
Lehman, E.	Memphis	Lusk, W. A.	Knoxville
Lauffer, T. P.	Memphis	Lyons, W. L.	Knoxville
Lanier, T. L.	Portland	Lynch, M. A.	Nashville
Lambert, H. G.	Memphis	 	
Lamb, W. M.	Alton Hill	Martin, G. N.	Fulton, Ky
Lane, H. S.	Trenton	Matthews, J. H.	Waverly
Lancaster, E. S.	Clifton	Markham, A. E.	Reelfoot
Lancaster, E. A.	Greenville	Mayo, F. W.	Memphis
Lansden, H. L.	Hilham	Martin, E. E.	Millington
Larwell, J. H.	Henderson	Martin, A. J.	Nashville
Leeman, W. T.	Henderson X Roads	Mayberry, J. H.	Franklin
Lewis, J. T.	Columbia	Martin, L. F.	Winchester
Lewis, M. J.	East Chattanooga	Merchant, J. T.	Murfreesboro
Lewis, E. D.	Cumberland City	Maggart, E. J. A.	Maggart
Leming, R. H.	Manchester	Matthews, W. S.	Springfield
Lee, J. B.	Chattanooga	Martin, L. M.	Martin
Leickhardt, C. H.	Nashville	Morris, T. G.	Martin
Leickhardt, W. H.	Nashville	Marchbanks, B.	Sparta
Lenehan, Dan	Decherd	Mayer, Harry	Memphis
Leech, D. R.	Charlotte	Martin, J. R.	Columbia
Leech, O. R.	Charlotte	Mathews, J. S.	Jonesboro

REGISTERED PHARMACISTS—CONTINUED.

Marable, J. H.	Port Royal	Moore, R. J.	Gates
Mayfield, L. E.	Columbus, Miss.	Morris, T. H.	Nashville
Mason, W. H.	Humboldt	Moss, C. D.	Union City
Mahan, J. H.	Memphis	Motley, J. W.	Bethel Springs
Matthews, C. E.	Nashville	Moore, W. A.	Rock Island
Marshall, J. C.	Lewisburg	Morrison, M. L.	Chattanooga
Meadows, J. A.	Bethel	Moorman, T. A.	Somerville
Medaris, W. W.	Clinton	Moses, J. M.	Big Sandy
Medaris, R. K.	Clinton	Moews, R. M.	Memphis
Melton, J. H.	Gassaway	Molloy, D. E.	Spring Hill
Milam, P. T.	Martin	Moore, L. B.	Evansville, Ind
Middleton, T. J.	Murfreesboro	Moore, J. C.	Knoxville
Miller, P. M.	Palmersville	Morris, J. T.	Obion
Miller, W. R.	Ripley	Montgomery, Wm. A.	Kenton
Miller, E. T.	Greeneville	Montgomery, C. M.	Kenton
Miller, H. C.	Johnson City	Montgomery, J. R.	Sardis
Mitchum, A. J.	Erin	Monier, E.	Memphis
Mitchell, L. A.	Harriman	Moore, J. R.	Clifton
Minor, J. V.	Gainesboro	Moffatt, C. L.	Troy
Minor, S. H.	Gainesboro	Moore, J. T.	Jellico
Miller, R. J.	Chattanooga	Moore, R. D.	Portland
Miles, W. A.	Fayetteville	Morris, T. G.	Martin
Miller, Wm. S.	Adams	Moss, J. T.	
Mincy, D. M.	Nashville	Muse, W. D.	Huntingdon
Minor, C. C.	Bristol	Murray, J. F.	Nashville
Miller, S. R.	Chattanooga	Murphy, W. C.	Hilham
Miller, T. H.	Palmersville	Myatt, J. A.	Dickson
Moran, J. E.	Franklin	Myatt, Mrs Callie M.	Dickson
Morgan, Chas.	White Bluff	McKinney, J. D.	Fayetteville
Moody, J. K.	Marvell, Ark.	McKinney, C. F.	Fayetteville
Moore, E. F.	Chattanooga	McGrew, J. H.	Shelbyville
Morgan, J. D.	Cookeville	McLeod, W. E.	Pebble
Moss, J. M.	Memphis	McArthur, C. A.	Louisville, Ky
Moore, J. R.	Shelbyville	McRady, F. S.	Petersburg
Moxley, T. A.	Nashville	McRady, J. C.	Petersburg
Moody, C. W.	Springfield	McNeil, Miss A. L.	Paris
Moore, J. A.	Bradford	McKissack, W. B.	Denmark
Montgomery, W. A.	Saltillo	McCutcheon, J. B.	Denmark
Moran, J. T.	Knoxville	McDougall, W. E.	Savannah
Moore, E. E.	Henderson		

REGISTERFD PHARMACISTS—CONTINUED.

McDaniel, J. R.	Nashville	Neil, J. F.	Bells
McMillin, Mrs. S. K.	Knoxville	Newbern, J. P.	Trenton
McCargo, R. W.	Knoxville	Neil, D. H.	
McDonald, H. W.	Lebanon	Nicklin, J. B.	Chattanooga
McMillin, Sam	Alexandria	Nichelson, E. F.	Gallatin
McBath, W. A.	Knoxville	Nichols, W. L.	Memphis
McCollister, I. B.	Knoxville	Nixon, J.	Memphis
McBroom, G. H.	Woodbury	Nixon, T. H.	Temperance Hall
McNeill, T. C.	Paris	Nienstedt, W. H.	Jefferson City, Mo
McCampbell, J. A.	Knoxville	Norris, W. J.	McEwen
McRee, N. L.	Trenton	Nichol, Daisy Ida	
McClure, E. S.	Nashville	Nowlin, G. W.	McKenzie
McGinnis, J. D.	Nashville	Norris, W. J.	
McConnell, G. A.	Sedgwick	Nowlin, H. W.	
McClaren, R. S.	Jackson	Noble, A. H., Jr	
McDade, R. S.	Mountain City	Null, H. O.	Chattanooga
McCreary, G. D.	Philadelphia	Nuckolls, J. W.	Toone
McCollister, J. T.	Ooltewah	Nuckolls, A. S.	Toone
McQuiston, J. C.	Covington	Oden, Thos. E.	Brentwood
McNeely, J. L.	Covington	Owen, B. H.	Clarksville
McDade, E. L.	Mountain City	Owen, J. D.	Clarksville
McGredy, T. G.	Nashville	Ozburn, R. I.	Nashville
McLaurine, G. E.	Pulaski	Over, J. B.	Memphis
McKissack, A.	Spring Hill	Oden, E. M.	Reed's Store
McClain, G. A.	Silver Spring	Overall, D. D.	Liberty
McHaney, C. F.	Lexington	Owen, J. W.	Nashville
McGlasson, G. Levi	Whitleyville	Owen, C. W.	Chattanooga
McBride, H. B.	Columbia, Texas	Owen, W. H.	
McDougal, J. D.	Savannah	Owen, F. W.	Luxora, Ark
Nance, B. F.	Versailles	Oliver, H. M.	Mayfield, Ky
Napier, E. Y.	Waverly	Ordway, T. V.	Murfreesboro
Nance, O. J.	Jackson	Owen, W. H.	Nashville
Newman, A. T.	Jellico	Owen, C. W.	Chattanooga
Newcomer, E. J.	Rockwood	Park, John A.	Greenville
Neimeyer, G. M.	Memphis	Parrish, R. L.	Adamsville
Newman, J. C.	Helenwood	Park, R. F.	Chattanooga
Newton, R. H.	Appleton	Parsons, J. F.	Humboldt
Nelson, J. L.	Jackson	Parker, J. F.	Gibson
Neal, S. S.	Nashville		

REGISTERED PHARMACISTS—CONTINUED.

Page, R. E.....	Nashville	Pond, W. G	Fountain Head
Page, W. W	Nashville	Poston, J. M	Pikeville
Patterson, W. G.....	Lewisburg	Pope, G. A	Pulaski
Payne, E. S	Enon Coilege	Prewitt, G. V	Whiteville
Patton, J. E.....	Springfield	Price, H. B	Murfreesboro
Patton, R. L.....	Tilford	Pryor, W. C	Memphis
Parker, L. J	Wildersville	Pritchett, W. P.....	Elvins, Mo
Patterson, M. H.	Athens	Price, C. E.....	Manchester
Partee, W. A.....	Nashville	Prince, T. C.....	Knoxville
Patton, R. B.....	South Pittsburg	Prince, W. T	Chaseville
Parrish, H. B	Nashville	Presson, J. G.....	Camden
Patterson, F. A.....	Oxford, Kan	Preston, G. S.....	Johnson City
Patton, F. S.....	Johnson City	Prince, Noah.....	Selmer
Patterson, A. A.....	Henryville	Puryear, W. W.....	Memphis
Patterson, J. T	Huntingdon		
Page, D. S		Quick, J. B.....	Nashville
Parker, L. A	Saltillo	Quarles, B. L.....	Gainesboro
Pettus, L. J.	Chattanooga	Quick, Abe.....	Clarksville
Perkins, J. W.....	Coal Creek	Quick, R. W	Nashville
Pettit, J. M. S.....	Nashville		
Perkins, C. E.....	Gallatin	Randle, Richmond	Memphis
Peters, S.....	Donelson	Ramsey, J. K.....	McKenzie
Petty, Henry.....	Chestnut Mound	Rayburn, V. H.....	Nashville
Peyton, J. M	Pine Bluff, Ark	Ragsdale, E. L.....	Manchester
Phillips, R. H	Manchester	Rankin, D. H.....	Jamestown
Phillips, T. F.....	Cleveland	Raines, S. L	Memphis
Phillips, C. A	Chattanooga	Ramsey, H. L.....	Campbellsville, Ky
Pinkston, H. C	Jackson	Rawlings, D. R.....	Chattanooga
Pickering, Hank	Chattanooga	Rawlings, Jno. G.....	Chattanooga
Pierce, T. S	Petersburg	Rascoe, Lex.....	Memphis
Pickens, J. W	Bethel Springs	Ragland, C. B.....	Murfreesboro
Pickens, Jno. W.....	Adamsville	Ramsey, G. A.....	Chatata
Pierce, A. A.....	Knoxville	Ray, Wm.....	Rockbridge
Pinson, A. M.....	Vale	Randals, E. S.....	Clarksville
Plumb, W. T.....	Memphis	Rainey, Dr. J. L.....	Cottage Grove
Porter, R. S.....	Henning	Rains, J. A.....	Parsons
Pool, E. P.....	Nashville	Reeves, W. P.....	Pulaski
Polk, R.	Union City	Read, T. B.....	Carthage
P'Pool, O. C	Memphis	Read, A. C.....	Carthage
Potter, P. G	Dibrell	Renkert, A. F.....	Memphis

REGISTERED PHARMACISTS—CONTINUED.

Renkert, C. M.	Memphis	Sadler, G. M.	Clarksville
Rhodes, J. R.	Milton	Schardt, A.	Nashville
Riggs, A. M.	Coal Creek	Schott, E. J.	Nashville
Richardson, H. K.	St. Louis	Scruggs, Dr. A. D.	Sweetwater
Rice, H. H.	Morristown	Scotts, Wm., Jr.	Brownsville
Ritchey, A. S.	McMinnville	Schell, Alex R.	Gallatin
Ritchey, J. B.	McMinnville	Schiindler, G. F.	Chattanooga
Rippetoe, W. B.	Nashville	Scates, O. L.	Dresden
Richgsbee, E. L.	Memphis	Scruggs, T. H.	Jackson
Richards, Jas.	Nashville	Scott, W. W.	Pleasant View
Rickman, B. L.	Paris	Scrape, W. H.	Memphis
Ritter, W. L.	Cincinnati	Scruggs, R. F.	Sweetwater
Robinson, Jas. S.	Memphis	Sexton, L. A.	Nashville
Rosenthal, D. A.	Knoxville	Sewell, W. H.	Nashville
Roscoe, A. H.	Nashville	Sevier, Wm.	Nashville
Ross, S. E.	Dixon Springs	Semones, W. S.	Knoxville
Roberts, D. H.	Riceville	Senter, E. W.	Jackson
Roberts, S. W.	Paris	Seals, S. D.	Port Arthur, Tex.
Roper, E. L.	Covington	Shafer, W. A.	Chattanooga
Rosenheim, Wm.	Chattanooga	Sharp, F. B.	Knoxville
Rogers, R. R.	Martin	Shannon, J. O.	Franklin
Rowell, R. M.	Winchester	Sheely, Ed V.	Memphis
Robbins, L. B.	Byrdstown	Shepherd, H. C.	Bluff City
Roberts, M. J. B.	Morristown	Shannon, T. J.	Sharon
Robertson, Jno. B.	Nashville	Shea, R. E.	Pocahontas
Robinson, J. M.	Hicks	Shannon, W. T.	Chattanooga
Robinson, S. S.	Temperance Hall	Shackelford, Leroy	Trenton
Robertson, J. B.	Nashville	Shannon, J. L.	Greenfield
Rutledge, G. C.	Winchester	Shattuck, S. D.	Knoxville
Russell, G. M.	Chattanooga	Sherrill, D. A.	Newbern
Rushing, H.	Waverly	Shapard, H. C.	Shelbyville
Russell, J. G.	Chanute	Shepherd, E. M.	Granville
Sanders, J. H.	Woodland Mills	Shaver, J. H.	Grant
Sartain, L. B.	South Pittsburg	Sister, L. W.	Memphis
Safford, W. B.	Memphis	Sims, J. H.	Nashville
Sangster, H. R.	Holly Springs, Miss	Simmons, W. C.	Winchester
Sasser, J. S.	Middleton	Sizemore, C. H.	Dickson
Sand, J. B.	Nashville	Sizemore, C. R.	Dickson
Sartain, W. R.	Whitwell	Simmons, T. L.	Mixie
		Simpson, J. W.	Jasper

REGISTERED PHARMACISTS—CONTINUED.

Simpson, J. W., Jr.	Jasper	Storie, J. M.	Dayton
Slocum, J. W.	Knoxville	Stoops, C. A.	Chattanooga
Slack, A.	Cog Hill	Stewart, J. W.	Lexington
Smith, Richard	Columbia	Stewart, F. H.	Sardis Miss
Smartt, T. C.	McMinnville	Strecker, F. W.	New York City
Smith, B. D.	Nashville	Stout, Q. J.	Knoxville
Smith, E. P.	Chattanooga	Steele, E. N.	Greerfield
Smith, M. H.	Deer Lodge	Stevens, Jas. Howard	Knoxville
Smith, F. L.	Nashville	Stiles, W. A.	Lebanon
Smartt, F. W.	Bell Buckle	Stretch, H. H.	Nashville
Smith, F. G.	Nashville	Stevens, Mrs. M. M.	Nashville
Smith, J. M.	Nashville	Stont, J. H.	Decaturville
Smith, W. H.	Nashville	Stovall, O. J.	Bethel Springs
Smith, J. H.	Stonewall	Strecker, J. E.	Chattanooga
Smith, S. H.	Mt. Juliet	Steed, J. A.	Cleveland
Smith, D. J., Jr.	Elizabethton	Steed, T. D.	Cleveland
Smythe, W. T.	Mountain City	Stevens, G. M.	New Middleton
Smythe, T. S.	Mountain City	Stevenson, Stephen	Columbia
Smith, R. M.	Newbern	Stewart, O. P.	Chattanooga
Smith, S. D.	Dunlap	Sunday, P. M.	Pensacola, Fla
Smith, G. F.	Newport	Summers, W. F.	Bells
Sneed, O.	McKenzie	Sumpter, J. R.	Pulaski
Snow, Euclid	Nashville	Sweeney, John	Nashville
Sofge, R.	Nashville	Tanner, C. F.	Springfield
Sonner, J. L.	Knoxville	Taylor, W. B.	Springfield
Sommer, J. A. W.	Memphis	Tarwater, E. A.	Mason
Sofge, F. J.	Cincinnati, O	Taylor, A. S.	Dyersburg
Spence, W. E.	Huaker, Va	Taylor, Mac	Dyersburg
Spaulding, W. F.	Bull's Gap	Taylor, C. L.	Mason
Sprowl, B. D.	Memphis	Taylor, O. M.	Shreveport, La
Spaulding, W. H.	Memphis	Taylor, W. W.	Nashville
Stribling, W. M.	Plant	Talley, W. M.	Winona, Miss
Stong, A. A.	Chattanooga	Taylor, H. W.	Nashville
Stong, L. M.	Chattanooga	Terry, J. J.	Trimble
Stahle, R. N.	Memphis	Tedford, E. W.	Maryville
Stevens, J. H.	Knoxville	Terry, W. T.	Rushton, La
Stevens, G. M.	Knoxville	Thomas, E. M.	Nashville
Stanley, H. B.	Paris, Texas	Thomas, B. E.	Bell Buckle
Stevenson, F. L.	Memphis	Thompson, S. M.	Huntsville, Ala
Stahel, A. W.	Memphis		

REGISTERED PHARMACISTS—CONTINUED.

Thaxton, John.....	Nashville	Vaughn, J. C.....	Detroit
Thompson, I. W.....	Mansfield	VanHorn, J. R.....	Memphis
Thomas, D. W.....	Henderson	Virginia, J. W.....	Cross Plains
Thompson, J. C.....	Memphis	Vickers, J. F.....	Murfreesboro
Thompson, J. R.....	Union City	Vickers, R. W.....	Murfreesboro
Thompson, W. T.....	Murfreesboro	Villines, D. M.....	Nashville
Thweatt, A.....	Humboldt	Voigt, H. F.....	Chattanooga
Thompson, J. N.....	Memphis	Voigt, J. F.....	Chattanooga
Thompson, L. S.....	Memphis	Voigt, F. G.....	Chattanooga
Thomas, N. G.....	Apison	Voorhees, R. C.....	Edna, Kansas
Thomas, Jas.....	Nashville		
Thompson, S.....	Shelbyville	Watkins, J. P.....	West Nashville
Thompson, A. P.....	Lebanon	Ward, W. E.....	Jackson
Thompson, R. L.....	Nashville	Walker, T. D.....	Soddy
Thompson, J. L.....	Nashville	Watlington, W. F.....	Pinson
Tillery, J. P.....	Knoxville	Ward, P. M.....	Johnson City
Tittsworth, J. M.....	Jefferson City	Washburn, E. R.....	Memphis
Titcomb, H. B.....	Columbia	Watson, W. H.....	Henderson, Ky.
Tilley, A. W.....	Bloomington	Warner, L. A.....	Nashville
Titcomb, J. A.....	Columbia	Warner, J. W.....	Nashville
Townes, W. E.....	Huntingdon	Waller, B. L.....	Germantown
Todd, J. C.....	Knoxville	Walker, G. W.....	Mason
Treherne, J. C.....	Memphis	Waggoner, I. G.....	Dover
Trotter, R. I.....	Cuba	Wair, F. A.....	Nashville
Trolinger, E. F.....	Bell Buckle	Watkins, W. R.....	Humboldt
Trevathan, G. H.....	Paris	Watts, J. H.....	Cookeville
Trevathan, C. D.....	Paris	Watkins, F. H.....	Nashville
Tugwell, W. L.....	Dresden	Ward, F. W.....	Memphis
Tucker, R. A.....	Kenton	Warnock, E. T.....	Memphis
Turner, D. P.....	Morristown	Walter, W. B.....	Beatrice, Neb.
Turner, J. F.....	Pulaski	Walker, R. W.....	Paducah, Ky.
Turner, Miss M. B.....	Monteagle	Walton, C. M.....	Ashland City
Turner, J. F.....	Dowelltown	Walker, J. R.....	Williamsport
Tune, W. R.....	Terre Haute, Ind.	Wardlaw, J. C.....	Wartime
Turnbill, J. A.....	Oral	Walsh, Sister Mary Cyril.	Chatt'n'ga
Tucker, B. G.....	Kirkland	Walker, W. J.....	Tiptonville
Uffelman, Thos			
VanHook, C. E.....	Knoxville	Ward, J. P.....	Grant
		Webb, J. W.....	Collierville
		Webb, F. Z.....	Smithville
		Wendel, W. M.....	Murfreesboro

REGISTERED PHARMACISTS—CONTINUED.

West, E. A	Oliver Springs	Wingert, G. A.....	Knoxvile
West, T. A	Oliver Springs	Wilson, R. P.....	Centerville
Welber, J. J.....	Clinton	Wilson, J. M.....	Centerville
Westbrook, C. G.....	Newbern	Wise, Harry.....	Chattanooga
Weiss, F. G.....	Memphis	Williams, N. B.....	Tullahoma
Weeks, A. B.....	Vicksburg	Wiggs, J. W.....	Linden
Webb, R. H	Nashville	Wilhoite, W. W.....	Nashville
Weber, W. M.....	Knoxville	Winston, C. S.....	Memphis
West, I. N	Defeated	Williamson, J. L	Bristol, Va
Weise, F.....	Nashville	Williams, N. M.....	Jackson
Weise, F., Jr.....	Memphis	Williams, Thos.....	McEwen
Webster, F. R.....	Strahl	Williams, Thad. E.....	Jacksonville
Wessenberg, W. F.....	Nashville	Winkler, H. L	LaFollette
Westbrook, Miss S. L		Wise	
Whitworth, J. A.....	Nashville	Wofford, P. H.....	Johnson City
Wheeler, J. T.....	Jamestown	Weldridge, W. P.....	Columbia
White, T. P.....	Paris	Wolf, Edgar	Memphis
Whitfield, J. D	Franklin	Womack, T. J	Nashville
White, J. B	Franklin	Womack, Chas.....	Alexandria
White, S. W	Franklin	Wood, T. P.....	Cemo
White, P. Y	Union City	Wood, H. T.....	Dyersburg
White, W. R.....	Nashville	Wersham, W. J.....	Memphis
Whiteside, D. S.....	Bransford	Woodall, J. P.....	Charlotte, N. C
Whitman, W. J	Cleveland, O	Wright, S. S.....	Nashville
Wharton, J. C.....	Nashville	Wright, B. C.....	Nashville
Whiteside, J. F		Wyly, James	Manchester
Wilson, J. H	Martin		
Wilson, L. H.....	Chattanooga	York, W. B	Chestnut Bluff
Wishart, J. D	Memphis	Young, D. D.....	Beckwith
Williams, J. C.....	Eagleville	Young, J. S	Knoxville
Whiteside, J. F	Wartrace	Young, W. N	Chattanooga
Wilkinson, C. M	Chattanooga	Yeager, Al. A.....	Knoxville
Wilson, Levi.....	Smithville	Yarbrough, W. S.....	Nashville
Williams, J. M	Savannah	Young, C. C.....	Nashville
Wise, B. F	Nashville		
Wilkes, J. M	Enon College	Zehring, Jno. C.....	Memphis
Wilson, R. E	Humboldt	Zbinden, D. H.....	Nashville
Wilson, T. B	Corinth, Miss	Zachary, L. F.....	Byrdstown
Williams, R. R	Mt. Pleasant		

REGISTERED ASSISTANT PHARMACISTS.

Alcorn, Clara F	....Columbia	Harris, M s. M. M	....Westmoreland
Aurin, E. F	.....Knoxville	Hill, Geo	.....Jones Valley
Anerum, J. H	.....Nashville	Hunicutt, Martha E	.....Nashville
Bradford, F. G	... New Middleton	Hargis, H. S	.....Granville
Cowan, C. M	....Knoxville	Heard, E. T	....Greenville, Miss
Cox, Miss H	.....Louisville	Henisee, J. L	.....McMinnville
Calicoat, A. J	....Chestnut Mound	Hays, Witherspoon	.....Clarksville
Coffee, J. W	.....Culleoka	Hammer, W. T	....Bristol
Childress, H. M	.....Knoxville		
Dunlap, W. H	.....Covington		
Dalton, K. S	.....Theta		
DeGolia, Lelah	.....Crossville		
Daniel, R. H	.....Clarksville		
Fletcher, M. W	....Collierville	Kendrick, Geo. W	.....Rockwood
Freeman, G. F	.....Lawrenceburg	Kleiser, W. M	.....Nashville
Ferguson, L	.....New Middleton	Kennedy, B. P	.....North Springs
Grafton, E. W	....Chattanooga	Kimmins, R	....Longview
Glass, T. H	.....Nashville	King, L. M	.....Nashville
Higgins, E. H	....Hopkinsville, Ky		
Hudson, G. B	.....Nashville	Litterer, Wm., Jr	.....Nashville
		Logan, J. G	.....Knoxville
		Lowe, W. T	....Eagleville
		Lanier, T. P	.....Portland
		Long, J. P	
		McDougal, J. C	....Savannah
		McDougal, Mrs. Sallie E	....Savannah

REGISTERED ASSISTANT PHARMACISTS—CONTINUED.

McColloch, F. C.....	McMinnville	Rogers, C. C.....	Martin
McGill, H. B.....	Jackson	Reser, W. C.....	Bristol
Maxey, J. N.....	Ceiina		
Moore, C. M.....	Manchester	Shannon, J. D	Springfield
Mosier, J. M.....	Rockwood	Sadler, G. M.....	Guthrie, Ky.
Moore, Mrs. C. O	Gates	Stewart, O. P.....	Chattanooga
Mitchell, J. B.....	Osceola, Ark	Sangster, H. M	Jackson
Miller, R. D.....	Greenville	Stewart, Ada L.....	Lexington
Moore, O. D.....	Portland	Smithson, W. H.....	Liberty
Nuckolls, W. S.....	Toone	Smith, C. W.....	Stonewall
Nowlin, H. W.....	McKenzie	St. John, Geo.....	Knoxville
Neil, D. Hardie.....	Nashville	Smith, C. L.....	
Pritchard, Arthur C.....	Albion, Ill.	Turner, A. E.....	Troy, I. T.
Painter, M. M	Arlington	Uffelman, T. H.....	Nashville
Prince, Miss Lee Dora....	Chaseville	Webb, A. M	Nashville
Pasinno, F. G.....	Memphis	Williams, J. E.....	Nashville
Phillips, T. H.....	Cleveland	Weise, Carl E.....	Nashville
Paysinger, T. B.....	Sheffield, Ala.	Waldrum, Jonas....	Pulaski



PERMITS.

Issued under Section 11, Pharmacy Act.

Permits are granted to persons under this amendment **only** in small towns of 500 or less where it would not justify to employ Registered Pharmacist.

A llen, Walter.....	Tuckers X Roads	E merson, N. C.....	D iana.
A shabauer, J. C.....	Ashburn	F oster, Jas. L.....	Huntsville.
A llen, J. E.....	Brush Creek	F latt, F. B.....	Hamburg
A bernathy, E.....	Nankipoo	F reeman, Moody S.....	Galen
A usbrook, M. T	Grindna	F uzzell.....	Mt. Pelia
A ldridge, A. P.....	Pickwick	F erguson, N. J.....	Bledsoe
A bernathy, B. F.....	Danville		
B urr, T. B	White House	G reer, J. W.....	Thompson Station.
B ooth, S. D.....	Maury City	G racey, B. B.....	Smyrna
B oyd, J. M.....	Tate Springs	G ault, S. H.....	Cornersville
B rown, C. V.....	Finger	G riffen, H. L.....	Edith
B rown, A. R.....	Erwin	G aunt, Robt. W.....	Petersburg
B arkers, T. W.....	LaFollette	G arner, C. H.....	Alto
B oyd, Wm.....	Bagdad	G entry, Robt. R.....	Baxter
B lanton, H. G.....	Huntland	G ooch, W. H.....	Doyle Station
B laydes, A. B.....	Atoka	H aralson, V. H.....	Gladesville
B eats, Allen.....	Greenback	H amburg, J. H.....	Minor, Hill
B urton, T. S.....	Elkhorn	H ollander, A. E.....	Loretto
B one, C. W.....	Yorkville	H agcy, W. D.....	Nixon
B aIRD, Will E	Hickman	H arber, J. H.....	Eaton
C row, Isaac. F.....	Bumpous Mills	H arlan, J. C.....	Hilham
C arter, Thos. E.....	Minor Hill	H ughes, Mary L.....	Greenbrier
C ox, R. D.....	Atwood	H obby, O. W.....	Cedar Hill
C larke, C. H.....	Spencer	H icks, J. Mack.....	Arcadia
C hisum, L. B.....	Little Crab	H awkins, P. B.....	Cowan
C rawford, W. C.....	Williston	H endrickson, A. M.....	Greenbrier
C ullom, R. E.....	Butlers Landing	H arp, M. W.....	Jeremiah
C ole, W. H.....	Ridgely	H opson, J. B.....	Cronansville
D ennis, W. C.....	Herd	H aralson, V. H.....	May Ella
D awson, Benson.....	Mowd	H arman, R. R.....	Mohawk
D uke, A. T.....	Hardy	H orner, W. H.....	Horner
		H all, J. A.....	Spout Spring

PERMITS—CONTINUED.

Harris, S. W.	Prairie Plains	Patton, J. E.	Melvine
Hamilton, J. C.	Castalian Springs	Peacock, S. M.	Coal Creek
Helton, Walter A.	Riverside	Patton, S. B.	Lime Creek
J ohnson, J. R.	Ermin	R ush, Isaac	Willet
Johnson	Rockvale	Ray, Robt.	Cottage Grove
James, T. H.	Prospect	Rainey, J. T.	Cottage Grove
Jared, Felix H.	Gentry	Reaves, E. F.	Whig
Johnson, D. L.	Woodyville	Roper, Sloan	Upper Slough L'd'ng
K xuzer	Dry Hill	Rasson, J. N.	Scotts Hill
Kimery, W. J.	Kimery	Rogers, J. A.	Leeville
Livingston, G. W.	Hurley	Riggs, J. B.	Marlyville
Layel, J. N.	Bean Station	Ray, D. M.	Spartanburg
Link, F. L.	A. B. C	S tanfield, W. W.	Spout Springs
Layne, D. T.	Whiteville	Sorrell, Wm. S.	Elbridge
Lifsey, B. J.	West Port	Shields, J. K.	Baxter
Leslie, G. M.	Holliday	Shorm, J. P.	Butler
Layman, J. R.	Hickory Ridge	Smartt, Feht. E.	Brush Creek
Layel, J. N.	Blaine	Sozell, W. Z.	Rossville
Lackey, Freeman L.	Ridge Top	Silvess, Walter,	Russellville
Lancaster, G. S.	Dunbar	Shelten, J. M.	Morroe
M cCauley	West Port	Starnes, W. A.	Locst Mount
McCoin	Pacific	Stewart, B. A.	Decatur
McKinzie, G. A. H.	Scotts Hill	Sherrill, A. J.	Tuckers X Roads
McCormack, J. M.	Baxter	Tilley, W. F.	Bloomington
Mee, C. A.	Benton	Terry, G. T.	Weir
Maxwell, W. H.	Stanton	U sher, F. R.	Crest View
Moore, C. G.	Whitesburg	V ance, L. R.	Wier
Muse, Wm. A.	Petersburg	W ood, S. B.	Rean Mountain
Miller, T. H.	Palmersville	Wilson, W. W.	Salt Lick
Moore, Wm. E.	Rock Island	West, A. R.	Winfield
N eblett, S. F.	South Side	Wargh, R. G.	Butler
North, W. P.	Bellwood	White, Jno. R.	Weir
Norris, W. J.	McEwen	Wilson, R. E.	West Port
O dum, Houston	Auburn	Wilson, J. M.	Centerville
P otter, J. C.	Bessie	West, A. D.	Walnut Shade
Pierce, S. S.	Elck	Winn, W. S.	Rockvile
		Weaver, L. K.	Partlow
		Wharey, J. A.	Yorkville
		Whilley, W. E.	Gordonsville
		Willis, Leo	Reeder
		Williams, M. L.	Gibb's X Roads

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Pulverous Pills, Compressed and Hypodermic Tablets,

Extracts, Fluid, Solid, and Powdered,

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Capsules. Soft, Elastic and Hard. Round or Oval.

&c., &c., &c.

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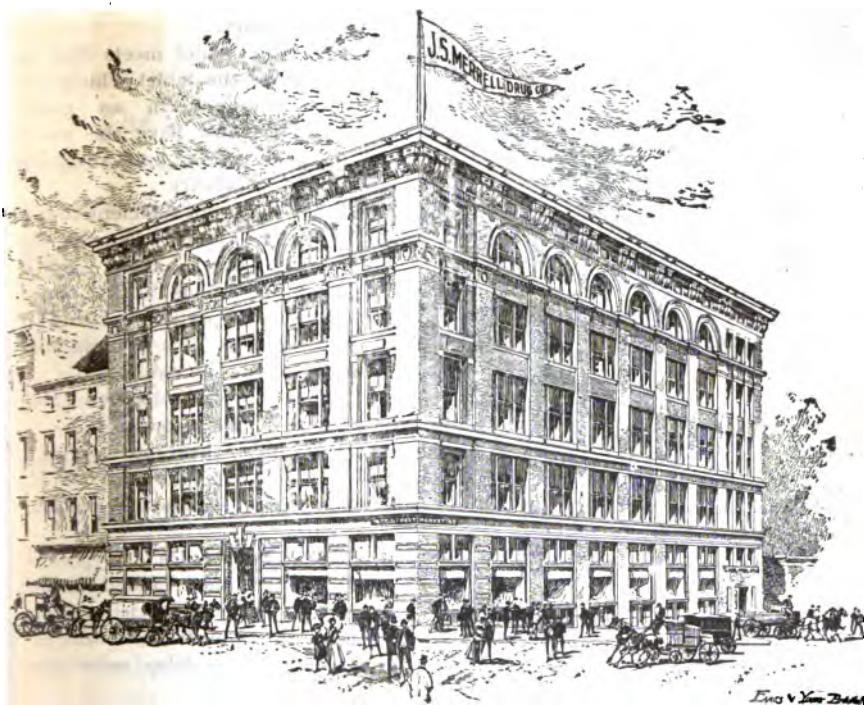
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The tablet which meets this requirement—the tablet which can be relied upon in an emergency—must have the merit of *quick and complete solubility*.

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Ours dissolve—dissolve completely—in five seconds.

Drop one of them into a syringe half filled with lukewarm water, shake vigorously, and note results.
Try it!

Parke, Davis & Co.'s Hypodermic Tablets never failed in an emergency. Prompt, efficient action follows their administration—*always*. There is never any delay, never any uncertainty.

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Last year it was 95 per cent. Quality better than ever.

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Simply because the sales to the consumer are always made through the retail drug trade.

We do not sell direct. Our advertisements advise that our goods can be purchased from the druggist; and when the consumer writes to us, we refer him to his dealer.

Your profits on our goods are enough to make them the most desirable articles in your stock. In addition they are easy to sell.

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MORPHINE.

The attention of pharmacists is directed to the beautiful appearance and superior quality of the “M. C. W.” MORPHINE. It may be had from all wholesale druggists in either “Flake” or “Cube” form at the lowest market prices.

SPECIFY “M. C. W.”

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Your attention is called to the fact that all expenses connected with the publication of the Annual Meeting Proceedings are paid for by advertising patronage. This being the case it is but fair that the members of the Association should reciprocate, and they are asked to do so, by ~~■■■■■~~ remembering the advertisers in the Proceedings when ordering and also, by giving the products of the advertisers the preference whenever possible.

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Let us send you one. Let us send you samples. Our Janice and Kim Kam are among the best, our Princess Violet and White Rose are the best American goods made. We manufacture a full line of

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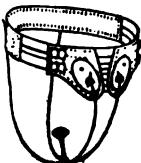
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**NEVER
CRIPE.**

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CHICAGO. BALTIMORE. NEW YORK.

ST. LOUIS. NEW ORLEANS.

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WINE OF CARDUI

is to sell it in quantity. It pleases women. It makes good profits. For Cash it costs: \$7.84 in one dozen lots, \$7.60 in three dozen lots, \$6.84 in twelve dozen lots. (Thedford's Black Draught may be included to make up the quantities.)

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HEADQUARTERS FOR THE LATEST NOVELTIES IN DRUG SUNDRIES LINES. NEW PRICES AND NEW GOODS. WILL BE TO YOUR INTEREST TO SEE OUR LINE AND COMPARE NOTES BEFORE PURCHASING.
SEE OUR LINE OF

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Every time you sell a gross of other dyes you
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Putnam Fadeless Dyes.

JUST THINK OF IT!

You pay \$9.00 per gross for other dyes and sell them for \$12.00. You pay \$8.00 per gross and one dozen free for PUTNAM FADELESS DYES and sell for \$13.00. In other words, you pay \$1.00 less per gross for Putman Fadeless Dyes than others and sell them for \$1.00 more. Besides, you do your patrons a favor in selling them Putnam Fadeless Dyes, as they color more goods brighter and faster colors with less work than others. We allow you to deduct freight.

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**Van Vleet-Mansfield Drug Co.,
MEMPHIS, TENNESSEE.**

Phillips' Syrup of Hypophosphites Compound.

Lime, Soda,

Potash, Manganese,

Iron, Quinine,

And Strychnine.

FORMULA.

Each Fluid Ounce Contains.

Hypophosphite	Lime.....	.2 grs
Hypophosphite	Soda.....	.2 grs
Hypophosphite	Potash.....	.1 gr.
Hypophosphite	Manganese.....	.1 gr
Hypophosphite	Iron.....	.1 gr.
Quinine.....		.1 gr
Strychnine .....		.1-16 gr

Attention was first directed to the use of Hypophosphites in the treatment of Phthisis by Dr. Churchill, of Paris. On theoretical grounds the combination of phosphorous with calcium, sodium, iron and other bases have been supposed to possess a power of stimulating and regenerating the nervous system and those tissues which contain lime, etc.

The Hypophosphites have in a manner displaced the phosphates, on account of the fact the phosphorous is more loosely combined in the former, and is therefore more readily assimilated. Since the introduction of Hypophosphites to the medical profession they have steadily gained favor. We offer this preparation to physicians as a most excellent tonic, especially indicated in Pulmonary weakness, inipient Consumption, Scrofulous taint, Bronchitis, Asthma, Lagrippe and general debility.

Phillip's Syrup of Hypophosphites Compound

Is the result of many carefully conducted experiments, and no pains have been spared to produce an effectual as well as elegant preparation. The Hypophosphites used are chemically pure, and the relative proportions contained in the syrup are adjusted in the most desirable manner. The precipitation which so frequently occurs in similar combinations HAS BEEN THOROUGHLY OVERCOME. The manufacture of our syrup is conducted with skill and care, and we are confident that a trial will convince practitioners of its excellent qualities.

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RETAIL PRICE PER PINT BOTTLE \$1.00.

BUY A GROSS AND SAVE 5
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The kind you have always handled!

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Jobbers Sell in Gross Lots—5 per cent. and $\frac{1}{2}$ per cent. OFF.

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THE CENTAUR CO.,

77 Murray Street,
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President.

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Who cant sell 12 Dozen per annum?

Established 1847.

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**PERFUMER AND
TOILET SOAP MAKER**

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TO CURE A COLD IN ONE DAY.

Take Laxative Bromo Quinine Tablets. All druggists refund the money if it fails to cure. E. W. Grove's signature is on each box. 25c.



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HEMOQUININE

Promotes a healthy state of the blood and nervous system. It is palatable, well-borne, increases appetite and stimulates digestion.

Schieffelin & Co., New York

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**Largest Label Printing Factory in the
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**Every Known Appliance for Printing,
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Wholesale Only. No Retailing.

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Rich's Tasteless Chill Tonic and Little Liver Pills.
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